



■ spotlight

January 2010 Vol. 43 No. 1





Roger Smith

President & CEO
AIL & NILICO

Congratulations and Be Prosperous

It's hard to believe, but 2010 is already upon us! I hope you had a wonderful New Year's and are already busy achieving your goals for the first quarter!

But before we go forward, let's look back at 2009.

Although 2009 was the worst economic year on record since the 1930's Great Depression, such was not the case at American Income Life and National Income Life Insurance Companies. In fact, our Company continued to prosper with 22 percent net growth over last year. We ended the year with a record-breaking \$133 Million in Net ALP. To me, this proves that we are truly the World's Greatest Company, with a field force to match!

While most other companies experienced layoffs and hiring freezes, we continued to provide Opportunity Unlimited, expanding our SGA body, increasing our PR force, and growing our Agent count to more than 4,100 Agents!

If we did this well during the "Great Recession," imagine how incredible our numbers are going to be when the economy starts getting better! Indeed, 2009 will be long remembered in our Company as a year of great accomplishments. And through your continued efforts, 2010 will be even better.

The Chinese celebrate and usher in the New Year with big festivals and colorful parades through the streets. Telling each other "Congratulations and be prosperous," they carry banners that proclaim happiness, wealth and good fortune. This is a time

they celebrate their achievements from the past year, appreciate the gracious rewards given from their god, and pray for the same luck the coming year.

Here at AIL/NILICO, we also celebrate our achievements this New Year. Truly, we can appreciate the gracious rewards God has given us during the past year. And, I have faith we'll continue to experience the same incredible luck and good fortune in 2010.

But, what others call luck, we know as hard work. I trust you are making every effort to top last year's achievements with even higher ones.

In this New Year, I congratulate you on your record-breaking achievements in 2009, and wish you great prosperity in 2010.



American Income Life Insurance Company has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

spotlight

Published monthly by American Income Life Insurance Company for the dissemination of information to its Producers. Prior permission must be obtained from American Income for reproduction or other use of material herein.

Managing Editor

Sam Yarbrough
syarbrough@aillife.com

Writer

Lynn Bulmahn
lbulmahn@aillife.com

Lead Designer

Annalee MacFie
amacfie@aillife.com

Contributors

Karen Cannard-Curtis
Paula Clements
Carrie Eckles
Lana Giebe
Mary Lampert
Lisa LaValley
Muñeca Moody-Yanez
Pat Nevarez
Linda Resendez
Amy Rivera
Robyn Talley
Sandy Yerger
Rhonda York

Home Office

254-761-6400

Web Sites

www.aillife.com
www.nilife.com
www.WorkAtAIL.com
www.WorkAtNILICO.com
www.aillNews.com

Recruiting Support

www.aillife.com/rms
www.aillife.com/recruiting

© 2010 by American Income Life Insurance Company



SGA CAREER TRACK

New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$2,169,615.67 in bonuses. For more information on the monthly bonuses, turn to Page 4.

Total: \$2,169,615.67

REQUIRED RETENTION RATE

Effective Jan. 1, 2010, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention: 68.0%
Net to Gross: 78%

DATES TO REMEMBER

Wednesday, February 24th, 2010, all business and PR credits must be at Home Office to count for February production.

FOUNDER'S CLUB December 2009 Qualifiers Outstanding Producers & PR Representatives:



Alex Gonzales
Jatoft-Foti
2nd Qualification
\$54,251 Net ALP
80.1% Ret



Amir Sedaghat
Altig-Orlovic
3rd Qualification
\$95,100 Net ALP
88.3% Ret



Elvis O'Banor
Eric Giglione
2nd Qualification
\$73,104 Net ALP
85.3% Ret



Tasha Tucker
LaTonya Tucker
1st Qualification
\$62,904 Net ALP
77.6% Ret

RECORD BREAKERS



Stephen Hill
Top MGA 2009
Net ALP: \$3,356,797
1st Six Mo: \$2,476,896



Taina Lameko
Top RGA 2009
Net ALP: \$6,224,023
1st Six Mo: \$4,501,478

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2010 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top three PR Managers, the top two PR Representatives from each category, the top two MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2010 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to New York City, staying at the fabulous Sheraton New York Hotel and Towers, and appearing on stage! The convention will be held May 16-19, 2010.*



BONUS

PG. 04



ANNIVERSARIES & PROMOTIONS

PG. 06



PR LDS

PG. 08



PARIS CONTEST RESULTS

PG. 09



2009 RECORDS

PG. 10



LOOK FOR ME!

CONGRATULATIONS



We are happy to announce the promotion of Richard Meshulam to Vice President of Quality Business. Richard began his AIL/NILICO career more than two dozen years ago with the Cohen Agency in Los Angeles.

Since then, he's used his knowledge of field agency operations to update and implement quality control systems throughout the Home Office.

Over the last four years, Richard has served as Director of Quality Business. His primary focus has been to evaluate current performances with an emphasis on developing and implementing quality control systems within the agencies.

Richard and his family will move from Waco to McKinney, Texas, this spring. Congratulations, Richard!

LEADERSHIP BONUS

Qualifier	Amount	SGA
Stephen Hill	\$41,980.61	Steve Friedlander
Ben Halali	31,630.45	Jatoft-Foti
Wayne Fader	23,382.61	Marc Rosen
Lorenzo Lameko	20,588.05	Steve Friedlander
Ernesto Magat	15,206.76	Jatoft-Foti
Bobby Gujral	13,826.52	Altig-Orlovic
Thomas Vena	11,317.02	Simon Arias
Byron Paz	11,110.42	Josh Chalom
Sarai Castanon	9,509.01	Jatoft-Foti
Karen Gagarin	8,602.48	Jatoft-Foti

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Lance Martin	\$1,700.07	Surace-Smith
Frank Kolligian	1,477.29	Slav Bitman
Sami Mogannam	1,207.52	Jatoft-Foti
Rigoberto Pedroza	1,134.25	Cohen-Cohen
Glyn Hurst	1,122.73	Matt Henderson
Ronald Friedlander	920.94	Theodore Pappas
Benjamin Greer	811.20	Steve Greer
Debra Bell	769.56	Bob Olson
Nabil Spahi	736.56	Eric Giglione
Scott Patterson	695.85	Joseph Diecedue

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Amir Sedaghat	\$10,443.21	Altig-Orlovic
Omar Hashimi	8,761.93	Jatoft-Foti
Lesina Ah Sue	6,015.46	Steve Friedlander
Ofa Tupouniua	5,939.71	Steve Friedlander
Raymond Angeles	5,601.56	Altig-Orlovic
Erickson Bencosme	5,574.75	Marc Rosen
Zachary Hart	5,422.64	Alt-Orl-Deley
Alba Wandurraga	5,262.94	Josh Chalom
Lily Tchen	5,209.24	Cohen-Cohen
Eriteta Tauraoi	5,208.65	Steve Friedlander

Bonus Total: \$2,169,615.67

Opportunity Unlimited.

Exciting Time in College Recruiting

You heard me say during my speech to you at the last SGA meeting, "There has never been a better time to start a college recruiting program or take your current program to a higher level!"

Well, I may have been a few months premature.

As of January 2010, the unemployment rate jumped up again. "The Today Show" and HLN news recently featured experts stating, "In regards to the job market for college graduates, there has never been a worse time to be graduating from college." A career services manager told me today, "Graduates, a year before they graduate, are already planning on moving back in with their parents because they see all the bad statistics in the news." And I could go on and on.

In 2010, there will be hundreds of thousands of graduates and recent alumni desperately looking for a career. NOW is the best time to start or turn up the heat on college recruiting! Can you use some new, motivated, and ready-to-conquer-the-world talent?

Remember to not make it so complicated and think "4 Point Attack!"

1. Keep the ads fresh on the college sites (free)
2. Set up dates to interview on campus, at least once a semester (free)
3. Set up an information session also, at least once a semester (free)
4. Attend the career fair (most have a spring and fall fair) at the college (usually a small fee)

Of course, you can always do much more. But with the four point minimum, you are only on campus three times a semester. Take into account this can be done by the SGA, MGA, etc. – and you can cover all the major Colleges and Universities in your area.

All four of these build your brand/name recognition on campus, which is so vital for college recruiting.

I am here if you need me. So please feel free to call or e-mail me.

Ron Newlin
Director of College Recruiting



Rob Falvo
Senior Vice President of
Field Operations

REAL Success, Part Two

The quest for success should be an exciting and fulfilling adventure. A desire for success in any activity should be refined and enhanced by a broader perspective on what it takes for success at life. Only then can we attain the sort of harmony and balance that is necessary for happiness and true success.

Last month, I outlined the first two of four conditions for success. Today, I'm continuing that theme. I want to lay out the simple truth about success. What it is and how to have it.

Remember, these four conditions are not overly arduous, demanding, and difficult. But they do take some work. They require regular application and ongoing effort.

To review last month's column, we went over two conditions necessary for success.

Condition One was that we need a clear conception of what we want, a vivid vision, a goal or set of goals powerfully imagined.

Condition Two was that we need a strong confidence that we can attain our goals. The great Harvard psychologist and philosopher William James said that we need to learn to banish unhelpful doubts and cultivate beneficial self-confidence.

Now, let's continue with the final pair of conditions:

Condition Three: We need a focused concentration on what it takes to reach our goal.

I've known dreamers who lived within the confines of Condition One and never got out to accomplish anything in the real world. Their imaginations were in gear. Their visions were vivid. But, they never took the first step from their dreams toward their goals.

I've also known people with great confidence, which nonetheless never amounted to much and never came near to where they wanted to be.

Agency Director of the Month

Leaders growing leaders!
Domenico Bertini

Domenico has had 98% Growth in his territories. He finished the year with an incredible 83% growth! His leadership acumen continues to grow with each new challenge.

Congratulations on this unbelievable accomplishment 4 months in a row.



In a great many cases, they were people who failed to understand the third condition of success, or at least failed to act in accordance with it. And it is a condition whose importance cannot be overemphasized.

We need a focused concentration on what it takes to realize our goal. How to get from here to there - or from A to Z, if you will.

A lot of people do seem to think that in life you can just "name it and claim it." That you can simply jump straight from A to Z. But that's not the way it works in our world. To get from A to Z you need to go to B, then C, then D.

The quest for success is a journey. It is sometimes difficult, sometimes easy, and occasionally brief. But, it is often long, a journey of effort, frustration and joy. At its best, it is a journey of the heart, mind, and body. It's an adventure of challenge and triumph.

Condition Four: We need an emotional commitment to the importance of what we're doing, and to the people with whom we are doing it.

This is a commitment expressed not in a single action, nor even in a number of actions over a period of time, but in an entire way of life. It means committing one's very self to being a "successful" person. One that uses the time, talents and treasures God has blessed you with.

Once we understand these four conditions and see their effectiveness, we'll be highly motivated to apply them in our daily lives. And their simplicity greatly increases their ease of application.

The whole framework of four conditions will provide you with a complete and powerful tool kit for constructing the most satisfying achievements for your life in every way.

The power of ideas is to help us change our lives, and the world in which we live, for the better. I'm absolutely certain that you have here a framework that will work for you, if you will just put these conditions in place in your life.

"Dreams are like the paints of a great artist. Your dreams are your paints; the world is your canvas. Believing is the brush that converts your dreams into a masterpiece of reality." -Author Unknown

Promotions

REGIONAL GENERAL AGENT

Phillip Humbel
Katharine Sealscott

MASTER GENERAL AGENT

Jacob Arias
Michael Baier
Charles Bradley
Thomas Detienne
Larry Dowse
Gregory Henderson
Alex Hernandez
Scott Kim
Stephen Moore
Travis Norman
James Palmes
Gregory Parker
Danny Smith
Brian Wolchok

60%

GENERAL AGENT

Brandon Cooley
Christopher Feiner
Evelyn Nkwenti
Matthew Parks
Bradford Pigott
John Young

57.5%

GENERAL AGENT

Gerald Bledsoe
Willon Charles
Connie Cortright
Joseph Geer
Kirk Goddard
Arlene Grosso
Josh Juggassar
Rebecca McDowell
Christian Napiza
John Viar
Lonnie Williams

55%

SUPERVISING AGENT

Diego Acosta
Brock Bode
Byron Chapuis
Landre Clark
Juan Cordova
Marivic DeLosReyes
Dante Ferrigno
Lady Fowler
Demetria Holmes
Michael Howell
Diane Johnston
Angela Knox
Lynn Parker
Shelby Poston
Lawrence Reyes
Christopher Rocco
Byron Scott
Dustin Surace
Alfred Taren

52.5%

SUPERVISING AGENT

Marina Balayan
Stephen Buckshot
Arthur Claybon
Raina Cochran
Karla Fabiani
Michael Fulkerson
Felisha Fullard
Anthony Gerald
Mark Graham
Kimona Hanson
Sean Hanson
Michael Harris
Timothy Klatt
Paul Lawson
Anthony Leggett
Herman Lewis
Mario Martin
Jonathan McKay
Billie Mitchell
Jacob Moyer

Michael Peters
Shurman Riggins
Andrew Roza
Patrick Tannous
Hilderguard Toleafoa
Patrick Ward
Cynthia Wilwayco



NEW SGA

Jeff Thiel – Jan 11, St. Louis

"Roger Smith said it best, in *My Life...* 'the first 14, 15, 16 years of your life, somebody writes the chapters... From there we all make our own decisions for the better or for worse.' The best career decision I made was working for American Income. I have had a great career so far and I look forward to helping this company reach its goals as well as mine and all those around me both personally and financially."

NEW SGA

Eric Cochran – Jan 1, Iowa

"I've been with AIL since May 2008. I love this Company! If you really want to work with a company that will allow you to reach your own goals based upon your work merit, you're in the right place at American Income. Dreams do come true with this company!"



Anniversaries

29 Years of Service

Rick Altig, SGA
John Jatoft, SGA

20 Years of Service

Jerry Hartnett, PR

18 Years of Service

Tom Williams, SGA

14 Years of Service

Ken Altizer, PR

13 Years of Service

Rigoberto Pedroza, Agt

12 Years of Service

Rudi Camenzind, MGA
Erin McKee, PR

11 Years of Service

Bobby Gujral, RGA
Krissa Hensley, PR

9 Years of Service

John Akers, RGA
Marcus Bautista, Agt
DeMario Cooper
Erica Dalager, PR
Vann Durham, MGA
David Wang, RGA

8 Years of Service

Samuel Cohen, MGA
Zachary Hart, RGA
Nancy Myers, SA
Ryan Stenglein, SGA
Thomas Tulowiecki, Agt

7 Years of Service

Lee Croft, RGA
Richard Davis, MGA
Sonny Gurney, RGA
Paulo Rosa, RGA
Tasha Tucker, MGA

6 Years of Service

Samuel LaSala, SGA
Devin Phillips, MGA

5 Years of Service

Samantha Chui, MGA
Cindy Craven, MGA
Dustin Henderscheid, MGA
Sara Thrailkille, PR

4 Years of Service

Larry Chick, Agt
Michael Forcier, RGA
George Lahamedjian, RGA
Alan Rosen, Agt
Steve Surace, RGA
Michael Vasu, RGA
Stanley Wendo, Agt
Joseph Westfall, PR
Paul Winslow, PR

3 Years of Service

Jackie Alston, Agt
Mark Beckford, MGA
Carlo Bonifazi, MGA
Kathryn Chaisson, MGA
John Charlton, RGA
Dustin Dunbar, RGA
Aaron Haskins, MGA
Marcus Howard, MGA
Lee Jeffers, RGA
Daniel Jones, MGA
Stephen Matous, PR

James May, SA
Shaun McDonald, Agt
David Melcher, SGA
AshLynn Orng, RGA

2 Years of Service

Karen Apgar Scholz, PR
Craig Beck, MGA
Anna Bucaro, PR
Sarai Castanon, MGA
Mark Flemm, PR
Cassandra Gordon, MGA
Timothy Keene, MGA
Katherine Kidder, PR
Brent Leathers, Agt
Nicholas Lorence, RGA
Sonia Marin, Agt
Marlin McKinney, MGA
Nedelka McLean, SA
Catherine Minor, MGA
Amanda Mlinaz, PR
Johnathan Olsen, RGA
Debbie Romero, Agt
Gary Rothman, PR
John Serrano, GA
Mehr Shahukar, Agt
Robert Vincent, MGA

1 Year of Service

Hether Adams, PR
Jason Albertz, SA
Angel Arista, SA
Robert Atterbury, SA
Jeff Avedesian, MGA
Michael Baguer, Agt
Ahmad Banat, MGA
Daniel Bauer, SA
Svetlana Belkina, SA
Jay Bentley, PR
Grover Bond, SA

Anthony Burnett, MGA
Matthew Burquest, Agt
Thomas Carver, GA
Rufus Cathey, MGA
Jeffery Clark, Agt
Trampis Cornwell, Agt
Marc DiPaolo, Agt
Maria Diringer, Agt
Larry Finch, SA
Melissa Flanagan, Agt
Todd Foster, Agt
Christopher Freter, GA
Ruben Fuentes, SA
Troy Garidel, PR
Christopher Gonzalez, Agt
Rachel Goodspeed, Agt
Erika Hammond, PR
Jeremy Harbin, MGA
Marilyn Hilaga, Agt
Carolyn James, Agt
David Kellebrew, MGA
Veronica Lara, GA
Maria Lealaiauloto, SA
Bogdan Leus, Agt
Irina Leus, Agt
Dianna Lueke, PR
Carol Maina, SA
Corienne Mason, Agt
Christopher McFoy, SA
Gabriela Moreno, Agt
Debra Nail, PR
Aghayni Nazarian, Agt
Marcus Noel, MGA
Richard Nypower, Agt
Jerry O'Reilly, SA
Chad Panzer, Agt
Apiseka Papa, Agt
Aaron Parks, GA
Nicholas Patterson, SA
Frank Pisacane, Agt
Traci Powell, SA

Dan Rubio, MGA
Maria Salgado, Agt
Pai Siasopoulava, Agt
William Silbereis, Agt
Andrie Sybbilis, Agt
Daniel Toshner, MGA
Deeann Traverser, Agt
Twanna Tucker, Agt
Malia Tuitama, Agt
Chad Turner, MGA
David Ubnoske, SA
Jerry Wheeler, Agt
Josh Wheeler, SA
Jessica Wilhite, GA
Bridget Wilson, PR
William Wilson, MGA
Israel Wizenfeld, Agt
Jack Yiu, Agt

Contributions

Contributions listed are from October through December.

American Income & National Income

- \$30,000 – American Rights at Work Education Fund for platinum sponsorship for Eleanor Roosevelt Awards Dinner
- 25,000 – American Friends of Yizhak Rabin Center for platinum sponsorship of dinner honoring LIUNA General President Terry O'Sullivan
- 15,000 – Jewish Labor Committee
- 10,000 – MALDEF for 35th Annual Los Angeles Award Gala
- 5,000 – Painters & Allied Trades for Children's Hope
- 5,000 – AFTRA Foundation for 2010 AMEE Awards
- 5,000 – Diabetes Research Institute Foundation
- 5,000 – The American Friends of Yitzhak Rabin Center for dinner honoring LIUNA General President Terry O'Sullivan
- 2,500 – AFL-CIO Metropolitan Washington Council for DC Labor Film Festival
- 2,500 – National Consumers League for 2009 Trumpeter Awards Dinner
- 1,500 – Project Type Zero for Labor of Love Golf Tournament sponsored by Building & Construction Trades Dept.
- 1,500 – Operation Noel Solidaré to assist Canadian labor families in need during Christmas holidays
- 1,000 – International Women's Democracy Center Host Committee for reception honoring AFL-CIO Sec.-Treas. Elizabeth E. Shuler
- 1,000 – National Employment Law Project for 40th Anniversary Gala

Top Contributions of Centralized PR

- \$3,000 – MD DC AFL-CIO Convention (District of Columbia)
- 2,000 – Operation Christmas Cheer Donation (Ontario)
- 1,550 – Metropolitan Baltimore Council AFL-CIO Leadership Conference (District of Columbia)
- 1,526 – Manitoba Nurses Union Scholarship (Manitoba)
- 1,500 – VELA 5K/10K Run/Walk Donation (Los Angeles)
- 1,500 – IN AFL-CIO Celebration Sponsorship (Indiana)
- 1,000 – Hall of Fame Labor Council Scholarship (Ohio)
- 1,000 – United Labor Agency Sponsorship (Ohio)
- 1,000 – Food and Drug Council Convention (Los Angeles)
- 1,000 – Teamsters Local 63 Christmas for Troops (Los Angeles)
- 1,000 – KY AFL-CIO Biennial Convention (Kentucky)
- 1,000 – Food & Drug Council Donation for Annual Convention (California)
- 1,000 – BCGEU Donation (British Columbia)
- 1,000 – AZ Building & Construction Trades Charity Golf Tournament (Arizona)
- 900 – OR AFL-CIO Convention (Oregon)
- 750 – PA Credit Union League Conference (Pennsylvania)
- 750 – New York State AFL-CIO Donation (New York City)
- 700 – Association of Benefit Administrators, Inc. 10th Annual Awards Rec Donation (New York City)
- 657 – TCU 1315 Donation (Los Angeles)
- 608 – JC 42 Youth Boxing Donation (Los Angeles)
- 600 – Northeastern Illinois Fed of Labor Donation (Chicago)
- 575 – Living Green Event (Miami/Ft Lauderdale)
- 500 – CWA 1040 Convention (New Jersey)
- 500 – Maine AFL-CIO Ad (Maine/New Hampshire)
- 500 – Schofield FCU Donation (Hawaii)
- 500 – AFL-CIO Aloha United Way Golf Tour (Hawaii)
- 500 – Baltimore Building Trades Donation (District of Columbia)
- 500 – BC Federation of Labour Donation (British Columbia)
- 500 – AL AFL-CIO Convention Hospitality Rm Sponsor (Alabama)
- 500 – LIUNA Golf Tournament (Ontario)

Contributions of Jatoft-Foti Agency

- \$1,050 – CalSAE for 2009 Seasonal Spectacular booth and lunch
- 504 – West Contra Costa for School Pizza Party gift card
- 500 – JC 38 Shoot
- 500 – IAM Local Lodge 178 for Calendar Printing
- 400 – Northern Calif. Carpenters Regional Council for Moose Feed
- 380 – AFSCME 3299 for E-Board Lodging
- 328 – CANV Credit Union League for Convention Raffle prizes
- 326 – IBT 601 for Annual Turkey Raffle Prizes
- 200 – SCV/CCUL Sacramento Chapter Meeting for food drive



Debbie Enstedt

Vice President of
Public Relations Field Operations



It Takes a Leader

“It takes a Leader to know a Leader, grow a Leader, show a Leader” — John Maxwell.

Leadership is the key to continue to grow the company, break company records, achieve company standards, and generate 1.5 million leads in 2010.

Scott Smith’s vision was to provide leadership to the PR Team and that vision led us to ending 2009 with the first ever Public Relations Leadership Development School. PR Directors and PR Managers came from all across North America to attend this historic event which was held on December 16 and 17 in McKinney, Texas.

The school was a huge success. Over the two days, the PR Directors and PR Managers embraced the mantle of leadership as part of their daily calling. They left confident with some new leadership skills, which they further developed. These are skills needed to lead their teams and achieve success.

We will continue to devote many chapters to developing and identifying PR Leaders. These leaders are those who lead a team, influence a team and grow a team. They’ll take their team to new heights in lead generation. They left understanding the difference between leading a team and managing a team.

As we write Chapter 2010, do you see yourself in a PR Leadership role? Do you have leadership skills that you want to develop or further develop? There is no better time than the present. You’re the author.



PARIS CONTEST

Paris is a cheerful and charming city in June — so many things to do! Eat warm croissants in the wonderful bakeries (boulangeries). Stroll quaint boulevards and treat yourself to flowers from an outdoor vendor. Shop for haute couture fashions. Or, just take in the sights!

This could be how you spend your time in Paris if you win. Work hard — the contest will be ending before you know it!

All agents, managers and public relations people are invited to partake in the competition. The contest period is business or cards submitted and processed by Home Office between October 1, 2009 and March 31, 2010.

Contest winners will arrive in Paris on Monday, June 21 and depart Saturday, June 26.

Current Contest Leaders:

State General Agents

	Name	1st Six Month STD	Net ALP Growth	Code STD	Average
Cat I & II	Steve Friedlander	572.54%	418.17%	393.94%	461.55%
	Jatoft-Foti	145.68%	173.35%	114.04%	144.36%
	Marc Rosen	160.88%	130.50%	133.33%	141.57%
	Surace-Smith	115.01%	129.43%	125.49%	123.31%
	Fred Hadayia	118.79%	110.67%	127.27%	118.91%
	Oldham-Bianchi	136.65%	130.32%	72.22%	113.06%
	Steve Greer	92.01%	96.08%	136.36%	108.15%
	Altig-Orlovic	72.68%	100.66%	127.96%	100.43%
Cat III & IV	Williams-Zophin	143.35%	149.63%	129.63%	140.87%
	Altig-Orlovic-Deley	88.13%	107.14%	185.19%	126.82%
	Allan Jennings	127.24%	111.13%	114.81%	117.73%
	Simon Arias	95.70%	114.47%	122.22%	110.80%
	Imran Satti	112.31%	102.53%	108.33%	107.72%
Cat V & VI	Altig-Orlovic-Venekamp	117.03%	110.42%	127.78%	118.41%
	Altig-Orlovic-Traboulay	88.86%	92.74%	140.74%	107.45%
	Steven DiChiaro	85.80%	82.34%	136.67%	101.60%



Managing Agents

	Name	Codes	Net ALP
RGA	Taina Lameko	63	\$567,311
	Sonny Gurney	32	138,592
	Alex Roland	16	134,222
	Michael Vasu	21	124,416
	Mitch Duplantis	22	123,593
MGA	Stephen Hill	32	\$264,915
	Lorenzo Lameko	24	216,155
	Taina Lameko	22	157,468
	Wayne Fader	14	105,754
	Brett Gryska	11	101,726
GA	Kilisimasi Sega	15	\$157,107
	Sita Pereira	17	132,472
	William Smith	13	115,357
	Theresa Setefano	12	98,153
	Chantal Daigle	9	53,220
SA	Serah James	10	\$101,064
	Rita Charles	6	90,307
	Simon Rolland	7	78,301
	Vaaufiao Robertson	6	68,730
	Tania Tikitiki	9	63,623

Personal Producers

Name	Net ALP
Roghie Hassan Loo	\$93,200
Omar Hashimi	86,613
Amir Sedaghat	76,078
Maria Rocha	75,711
Raymond Angeles	71,339
Lesina Ah Sue	66,039
Steven Stensrud	62,303
Mele Bigg	60,763
Robert J Dunn	59,634
Pafuti Toleafoa	57,647
Marion Magat	57,509
Ryan Kendl	55,076
Zachary Hart	54,897
Brock Lampee	54,354
Erez Shabtay	53,930
Terrence Asuncion	53,542
Elvis Obanor	53,462
Theresa Bellajaro	53,035
Lily Tchen	51,533
Eriteta Tauraoi	49,780

PR Reps

	Name	Leads
Cat I	Chuck Hill	19,747
	Vivian Dwyer	7,957
	Rona Spano	7,017
	Mark Gagliardi	6,455
	Billy Sauers	4,794
Cat II	Manon Brulotte	7,355
	Bernard Weaver	3,354
	Michelle Korb	2,690
	Lisa Pletincks	2,283
Cat III	Suny Robinson	2,207
	Katherine Kidder	8,623
	Jason Beckman	5,046
	C J Brigggle	2,763
	Elizabeth Likins	2,756
Cat IV	Robin Denham	2,546
	Ken Altizer	9,835
	Jason Ihle	3,524
	Stephen Castleman	3,139
	Kate Langthorn	2,903
Tim O'Connor	2,783	

PLEASE NOTE: All figures are Contest to Date beginning October 1, 2009 and ending March 31, 2010.

Retention is required for qualification. However, the results listed are for the top producers in each category irrespective of retention to show who is in the running in case their retention improves. Full qualifications can be found at www.aillife.com/arc/spotlight.aspx and www.nillife.com/arc/spotlight.aspx

2009 Records

\$133 Million Sales – Highest Year Ever!!!
22% Growth over 2008; 45% Growth since 2007

4,154 Agent Count – Highest Count Ever!!!
35% Growth over 2008

Over **2,100 Submitting Agents** – Highest Count Ever!!!
18% Growth over 2008

Other Notable Figures:

70.8% Four Month Retention – moved from 68.7%

1.3 Million Lead Flow – up 11%

New Records

Every single month in 2009, American and National Income Life set a new production record. The year finished at a 22% increase. In two years, the company has grown 45%. Pretty impressive numbers in any economy. With much more to come in 2010. From the field employees and agents to the Home Office employees and management, it takes a team to win. The culture of this company is to care, respect and serve the working families of the United States, Canada and New Zealand. It doesn't work unless we first care, respect and serve each other first. I'm proud of everyone who contributed and want to say thanks for your efforts.

-Scott Smith

Individual Producers



1. Roghie Hassan Loo
Toronto, ON



2. Ofa Tupouniua
Auckland, NZ



3. Omar Hashimi
Concord, CA



4. Zachary Hart
Minneapolis, MN



5. Raymond Angeles
Honolulu, HI



6. Alba Wandurraga
Toronto, ON



7. Ellahe Vaziri
Toronto, ON



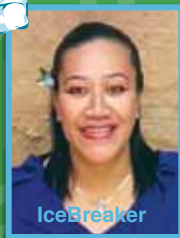
8. Eriteta Tauraoui
Auckland, NZ



9. Manu Manu
Auckland, NZ



10. Erickson Bencosme
Long Island City, NY



Bianni Mafileo
Auckland, NZ



Sosefo Petelo
Auckland, NZ



Scott R Davis
Pittsburgh, PA

December Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Roghie Hassan Loo	\$48,657		68.8	Byron Paz	Josh Chalom
2.	Ofa Tupouniua	39,838	98			Steve Friedlander
3.	Omar Hashimi	38,462		83.2		Jatof-Foti
4.	Zachary Hart	32,351		77.0		Alt-Orl-Deley
5.	Raymond Angeles	31,167		75.5	Daven Hermosura	Altig-Orlovic
6.	Alba Wandurraga	30,114		84.5	Byron Paz	Josh Chalom
7.	Ellahe Vaziri	27,819		68.9	Byron Paz	Josh Chalom
8.	Eriteta Tauraoui	26,947	100		Stephen Hill	Steve Friedlander
9.	Manu Manu	26,066	100			Steve Friedlander
10.	Erickson Bencosme	25,494		84.7	Alberto Alcalá	Marc Rosen
11.	Brock Lampee	25,437		77.7	Matt Pflueger	Altig-Orlovic
12.	Justin Germany	25,377		70.7		Randy Teyssier
13.	Maria Rocha	25,236		74.0	Ernesto Magat	Jatof-Foti
14.	Jonathan Emura	24,693	93		John Collins	Altig-Orlovic
15.	Bianni Mafileo	23,969	100		Stephen Hill	Steve Friedlander
16.	Felicia Price	23,965	86		Ernesto Magat	Jatof-Foti
17.	Amir Sedaghat	23,649		88.3	Bobby Gujral	Altig-Orlovic
18.	Lily Tchen	23,293		89.9	David Iriye	Cohen-Cohen
19.	Erez Shabtay	22,827		83.4	Erik Graham	Cohen-Cohen
20.	Lesina Ah Sue	21,129		85.5	Stephen Hill	Steve Friedlander
IB.	Sosefo Petelo	19,994	100		Lorenzo Lameko	Steve Friedlander
IB.	Scott R Davis	19,043	97		Thomas Vena	Simon Arias

ALL TIME RECORD: STEVEN STENSURD \$71,391 Net ALP



An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 10 Individual Producers list for the month, as well as the next Top 3 in this category.

YTD Production

*1.	Roghie Hassan Loo	\$266,102		68.8	Byron Paz	Josh Chalom
*2.	Omar Hashimi	246,101		83.2		Jatof-Foti
*3.	Lesina Ah Sue	230,273		85.5	Stephen Hill	Steve Friedlander
*4.	Robert J Dunn	223,106		85.2		Surace-Smith
*5.	Max Quasem	215,661		85.2		Cohen-Cohen
*6.	Maria Rocha	210,418		74.0	Ernesto Magat	Jatof-Foti
*7.	Brock Lampee	200,728		77.7	Matt Pflueger	Altig-Orlovic
*8.	Amir Sedaghat	198,722		88.3	Bobby Gujral	Altig-Orlovic
*9.	Raymond Angeles	192,317		75.5	Daven Hermosura	Altig-Orlovic
*10.	Zachary Hart	187,657		77.0		Alt-Orl-Deley
11.	Elvis Obanor	185,787		85.3	David Hausman	Eric Giglione
12.	Erez Shabtay	184,641		83.4	Erik Graham	Cohen-Cohen
13.	Lily Tchen	183,028		89.9	David Iriye	Cohen-Cohen
14.	Robert Ulreich	169,157		92.1		Jatof-Foti
15.	Steven Stensrud	168,149		73.5	John McGrath	Altig-Orlovic
16.	Kevin Ishikane	166,802		79.6	Daven Hermosura	Altig-Orlovic
17.	Ross Ewen	163,454		88.2		Scott Rehberg
18.	Freida Yakubov	160,382		71.6	Scott Hanna	Williams-Zophin
19.	Mary Ann Gaelic	158,142		68.7		Steve Friedlander
20.	Amy Shui	157,493		86.4	David Ackerman	Eric Giglione

ALL TIME RECORD: ROGHIE HASSAN LOO \$367,548 Net ALP

Supervising Agents



1. Tania Tikitiki
Auckland, NZ



2. Rita Charles
Auckland, NZ



3. Norman Sellen
Auckland, NZ

December Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Tania Tikitiki	\$53,049	\$61,747	98		Stephen Hill	Steve Friedlander
2.	Rita Charles	44,262	53,345	99		Stephen Hill	Steve Friedlander
3.	Norman Sellen	40,691	51,400		73.9		Steve Friedlander
4.	Lesina Ah Sue	38,087	60,595	99		Stephen Hill	Steve Friedlander
5.	Vaaufao Robertson	38,086	39,183	97			Steve Friedlander

ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt

ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP

YTD Production

*1.	Lesina Ah Sue	\$257,941	\$403,470	99		Stephen Hill	Steve Friedlander
2.	Michael Romeo	252,082	392,101		75.3	Raymond Risucci	Oldham-Bianchi
3.	Tania Tikitiki	187,462	251,210	98		Stephen Hill	Steve Friedlander
4.	Dawn McElwain	153,633	259,720		74.3	Hal Herman	Oldham-Bianchi
5.	Simon Rolland	153,451	171,016	96			Steve Friedlander

ALL TIME RECORD: LORENZO LAMEKO \$289,373 1st Six Mo Agt

ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP

General Agents



1. Kilisimasi Segá
Auckland, NZ



2. Sita Pereira
Auckland, NZ

December Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Kilisimasi Segá	\$105,621	\$152,942		80.8	Stephen Hill	Steve Friedlander
2.	Sita Pereira	87,129	87,950		77.1		Steve Friedlander
3.	Karen Gagarin	81,268	123,699		75.0	Ernesto Magat	Jatof-Foti
4.	Jose Harb	52,650	113,198		73.1	Ben Halali	Jatof-Foti
5.	Alba Wandurraga	40,017	88,550		84.3	Byron Paz	Josh Chalom
6.	David Gombkoto	38,372	47,418		79.2	Thomas Vena	Simon Arias
7.	Peter Chung	38,281	62,847	90		Sarai Castanon	Jatof-Foti
8.	Timothy Watson	36,468	51,163		73.0	Ryan Vopat	Surace-Smith
9.	Otari Bater	35,572	45,235		70.7	Wayne Fader	Marc Rosen
10.	Theresa Setefano	30,854	51,183		68.2	Lorenzo Lameko	Steve Friedlander

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt

ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production

*1.	Sita Pereira	\$1,200,967	\$1,486,475		77.1		Steve Friedlander
*2.	Kilisimasi Segá	938,151	1,222,158		80.8	Stephen Hill	Steve Friedlander
*3.	Karen Gagarin	751,316	868,633		75.0	Ernesto Magat	Jatof-Foti
*4.	Jay Meyer	383,843	524,871		78.7	Brett Gryska	Oldham-Bianchi
*5.	Jose Harb	346,126	609,385		73.1	Ben Halali	Jatof-Foti
6.	Phillip Jenkins	313,800	457,954		72.5	Jamison Weatherspoon	Surace-Smith
7.	Theresa Setefano	303,112	522,945		68.2	Lorenzo Lameko	Steve Friedlander
8.	Aaron Parks	285,486	384,328		69.3	Justin Adams	Simon Arias
9.	Nicholas Rice	274,202	400,191		72.8	Patrick Bendure	Surace-Smith
10.	Seth Raymond	272,020	366,286		77.8	Stephen Jubrey	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. Stephen Hill
Auckland, NZ



2. Lorenzo Lameko
Auckland, NZ



3. Wayne Fader
Long Island City, NY



4. Ben Halali
San Jose, CA



5. Ernesto Magat
Concord, CA

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Stephen Hill	\$223,846	\$364,348	76.1	Steve Friedlander	
2.	Lorenzo Lameko	154,932	222,125	68.0	Steve Friedlander	
3.	Wayne Fader	123,633	177,525	68.9	Marc Rosen	
4.	Ben Halali	115,166	308,421	69.4	Jatoft-Foti	
5.	Ernesto Magat	76,129	117,516	74.0	Jatoft-Foti	
6.	Stephen Jubrey	65,357	98,394	77.5	Oldham-Bianchi	
7.	Kasali Kotun	61,806	92,075	72.5	Williams-Zophin	
8.	Thomas Vena	57,567	91,109	74.1	Simon Arias	
9.	Byron Paz	55,805	226,236	76.0	Josh Chalom	
10.	Patrick Bendure	55,267	89,314	71.1	Surace-Smith	

December Production

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt
ALL TIME RECORD: STEPHEN HILL \$410,573 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Stephen Hill	\$2,476,896	\$3,356,797	76.1	Steve Friedlander	
*2.	Ben Halali	1,465,023	2,450,507	69.4	Jatoft-Foti	
*3.	Lorenzo Lameko	945,305	1,551,902	68.0	Steve Friedlander	
*4.	Wayne Fader	899,960	1,338,631	68.9	Marc Rosen	
*5.	Ernesto Magat	737,899	878,525	74.0	Jatoft-Foti	
6.	Stephen Jubrey	716,023	1,063,952	77.5	Oldham-Bianchi	
7.	Brett Gryska	699,527	1,065,044	76.0	Oldham-Bianchi	
8.	Patrick Bendure	579,823	1,215,823	71.1	Surace-Smith	
9.	Harjeet Rana	546,696	1,204,889	68.7	Imran Satti	
10.	Hal Herman	546,009	1,075,514	69.5	Oldham-Bianchi	

YTD Production

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt **HOT NEW RECORD**
ALL TIME RECORD: STEPHEN HILL \$3,356,797 Net ALP **HOT NEW RECORD**

Regional General Agents



1. Taina Lameko
Auckland, NZ



2. Ben Halali
Concord, CA



3. Mitch Duplantis
Long Island City, NY

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$593,877	\$838,766	71.3	Steve Friedlander	
2.	Ben Halali	232,439	524,611	69.6	Jatoft-Foti	
3.	Mitch Duplantis	147,007	276,717	69.0	Marc Rosen	
4.	Michael Vasu	143,488	274,348	74.6	Surace-Smith	
5.	Wayne Fader	123,632	177,525	68.5	Marc Rosen	

December Production

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$4,501,478	\$6,224,023	71.3	Steve Friedlander	
*2.	Ben Halali	2,613,759	3,861,899	69.6	Jatoft-Foti	
3.	Sonny Gurney	1,815,772	3,792,248	71.3	Paul Rumbuc	
4.	Mitch Duplantis	1,516,238	2,581,709	69.0	Marc Rosen	
5.	Michael Vasu	1,454,523	2,871,712	74.6	Surace-Smith	

YTD Production

ALL TIME RECORD: TAINA LAMEKO \$4,501,478 1st Six Mo Agt **HOT NEW RECORD**
ALL TIME RECORD: TAINA LAMEKO \$6,224,023 Net ALP **HOT NEW RECORD**

Public Relations

PR Managers of the Quarter



1. Chuck Hill
Concord, CA



2. Erica Dalager
St. Paul, MN



3. Billy Sauers
Sebring, FL



1. Cas Robinson
CATEGORY I
Nepean, ON



2. Vivian Dwyer
CATEGORY I
Ashland, VA



1. Robin Andrade
CATEGORY II
Malden, MA



2. Bernard Weaver
CATEGORY II
Philadelphia, PA



1. Katherine Kidder
CATEGORY III
Pittsburgh, PA



2. Michelle Baxter
CATEGORY III
Indianapolis, IN



1. Ken Altizer
CATEGORY IV
Nebo, WV



2. Lori Vaughn
CATEGORY IV
Portland, OR

PR Director of the Quarter



Patti Morgan

Patti Morgan increased the leads in her territory by 22,205 and is not only director of the 4th quarter but finished 2009 as Director of the Year. Patti's experience in Public Relations and the way she leads her team is key to her success.

Category	Rank	Name	Production in Cards	SGA/Director
Q4 Mgr	1.	Chuck Hill	+ 13,700	Jatoft-Foti
	2.	Erica Dalager	+ 12,298	Jacqueline deVooght
	3.	Billy Sauers	+ 11,016	Patti Morgan
I	1.	Cas Robinson	4,654	Ontario\Jacqueline deVooght
	2.	Vivian Dwyer	2,982	Virginia\Patti Morgan
	3.	Irene Rurycz	2,917	Ohio\Tim Farr
	4.	Mark Gagliardi	2,907	Jatoft-Foti
	5.	Brenda Di Somma	2,824	New Jersey\Tim Farr
II	1.	Robin Andrade	3,741	Massachusetts\Susan Kelleher
	2.	Bernard Weaver	2,722	Philadelphia\Tim Farr
	3.	Manon Brulotte	1,788	Quebec\Daryl Barnett
	4.	Lisa Pletincks	1,134	Orlando\Patti Morgan
	5.	Michelle Korb	1,047	Georgia\Patti Morgan
III	1.	Katherine Kidder	2,537	Pennsylvania\Tim Farr
	2.	Michelle Baxter	2,528	Indiana\Tim Farr
	3.	Jason Beckman	2,033	Kentucky\Tim Farr
	4.	Elizabeth Likins	1,573	Kentucky\Tim Farr
	5.	Mark Flemm	1,476	Pennsylvania\Tim Farr
IV	1.	Ken Altizer	3,500	West Virginia\Tim Farr
	2.	Lori Vaughn	1,864	Oregon\Laurie Onasch
	3.	Katy Hogge	1,654	Utah\Rachelle Valdez
	4.	Tim O'Connor	1,597	Oklahoma\Laurie Onasch
	5.	Darrell Dorey	1,391	Maritimes\Jacqueline deVooght

December Production

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

Category	Rank	Name	Production in Cards	SGA/Director
I	*1.	Mark Gagliardi	26,247	Jatoft-Foti
	*2.	Al Wall	23,782	Toronto\Jacqueline deVooght
	3.	Brenda Di Somma	19,371	New Jersey\Tim Farr
	4.	Vivian Dwyer	18,916	Virginia\Patti Morgan
	5.	Rona Spanó	18,635	Chicago\Laurie Onasch
II	*1.	Robin Andrade	28,781	Massachusetts\Susan Kelleher
	*2.	Jessica Ingerick	11,083	District of Columbia\Laurie Onasch
	3.	Manon Brulotte	9,071	Quebec\Daryl Barnett
	4.	George Farenthold	8,913	Oldham-Bianchi
	5.	Denis St. Pierre	8,478	Quebec\Daryl Barnett
III	*1.	Katherine Kidder	23,897	Pennsylvania\Tim Farr
	*2.	Leo Van Den Bussche	15,443	Manitoba\Jacqueline deVooght
	3.	Cheryl Cook	13,196	Pennsylvania\Tim Farr
	4.	Michelle Baxter	11,769	Indiana\Tim Farr
	5.	Jason Beckman	9,762	Kentucky\Tim Farr
IV	*1.	Ken Altizer	29,684	West Virginia\Tim Farr
	*2.	Darrell Dorey	21,474	Maritimes\Jacqueline deVooght
	3.	Paul Winslow	17,146	St. Louis\Patti Morgan
	4.	Sue Akers	13,802	Nebraska\Rachelle Valdez
	5.	Kate Langthorn	12,516	Hawaii\Daryl Barnett

YTD Production

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

State General Agents

Category IX SGAs must be in this category for a minimum of 6 months to compete for YTD awards.



John Jatoft
CATEGORY I



Don Foti
CATEGORY I



Steve Friedlander
CATEGORY II



Tom Williams
CATEGORY III



David Zophin
CATEGORY III



Allan Jennings
CATEGORY IV



Rick Altig
CATEGORY V & VI



Ilija Orlovic
CATEGORY V & VI



Brian Traboulay
CATEGORY V



Dustin Venekamp
CATEGORY VI



Robert Kanaan
CATEGORY IX

1st Six Month Agent						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	Jatoft-Foti	71.1	\$303,518	\$235,000	129%	
	Oldham-Bianchi	74.8	225,938	192,700	117%	
	Surace-Smith	72.5	306,431	270,000	113%	
II	Steve Friedlander	71.1	813,917	120,000	678%	
	Marc Rosen	68.1	181,344	117,000	155%	
III	Williams-Zophin	68.0	142,015	104,000	137%	
	Imran Satti	70.1	125,439	100,000	125%	
IV	Allan Jennings	72.8	118,958	87,000	137%	
	Alt-Orl-Traboulay	73.7	83,568	82,000	102%	
VI	Alt-Orl-Venekamp	71.0	81,408	56,000	145%	
	Robert Kanaan	84	42,712	39,000	110%	

YTD Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	Jatoft-Foti	71.1	\$4,043,085	\$2,820,000	143%	
	Surace-Smith	72.5	4,054,038	3,240,000	125%	
	Oldham-Bianchi	74.8	3,059,018	2,566,200	119%	
	Marc Rosen	68.1	1,832,118	1,404,000	130%	
	Fred Hadayia	68.9	1,545,716	1,353,000	114%	
II	Steve Friedlander	71.1	5,795,502	1,440,000	402%	
	Steve Greer	73.2	1,423,651	1,404,000	101%	
	Imran Satti	70.1	1,384,122	1,200,000	115%	
	Williams-Zophin	68.0	1,287,793	1,144,000	113%	
	Alt-Orl-Deley	74.3	1,444,572	1,296,000	111%	
IV	Allan Jennings	72.8	1,065,508	1,044,000	102%	
	Robert Shafer	72.1	609,944	585,000	104%	



John Jatoft
CATEGORY I



Don Foti
CATEGORY I



Steve Friedlander
CATEGORY II



Tom Williams
CATEGORY III



David Zophin
CATEGORY III



Allan Jennings
CATEGORY IV



Rick Altig
CATEGORY V & VI



Ilija Orlovic
CATEGORY V & VI



Brian Traboulay
CATEGORY V



Dustin Venekamp
CATEGORY VI

Net ALP						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	Jatoft-Foti	71.1	\$847,277	\$455,000	186%	
	Surace-Smith	72.5	634,324	520,000	122%	
	Oldham-Bianchi	74.8	423,126	375,000	113%	
II	Steve Friedlander	71.1	1,118,642	238,000	470%	
	Altig-Orlovic	74.2	1,846,450	1,690,000	109%	
	Josh Chalom	71.1	330,482	220,000	150%	
III	Williams-Zophin	68.0	302,988	204,000	149%	
	Marc Rosen	68.1	318,110	230,000	138%	
	Simon Arias	68.0	251,284	208,000	121%	
IV	Allan Jennings	72.8	189,067	160,000	118%	
	Alt-Orl-Deley	74.3	225,208	210,000	107%	
	Joe Manone	74.8	219,458	210,000	105%	
VI	Alt-Orl-Venekamp	71.0	127,055	95,000	134%	
	Imran Satti	70.1	195,312	195,000	100%	
	Furer-Whittinghill	71.4	139,398	134,000	104%	

YTD Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	Jatoft-Foti	71.1	\$7,789,707	\$5,460,000	143%	
	Surace-Smith	72.5	8,181,549	6,240,000	131%	
	Oldham-Bianchi	74.8	5,668,848	4,980,000	114%	
	Cohen-Cohen	76.3	4,233,561	4,056,000	104%	
	Paul Rumbuc	71.5	4,047,211	3,900,000	104%	
II	Steve Friedlander	71.1	8,173,167	2,856,000	286%	
	Altig-Orlovic	74.2	20,962,016	20,280,000	103%	
	Josh Chalom	71.1	2,925,743	2,640,000	111%	
	Marc Rosen	68.1	3,014,221	2,760,000	109%	
	Fred Hadayia	68.9	2,666,647	2,655,000	100%	
III	Williams-Zophin	68.0	2,910,585	2,244,000	130%	
	Imran Satti	70.1	2,609,975	2,340,000	112%	
	Simon Arias	68.0	3,102,554	2,496,000	124%	
	Alt-Orl-Deley	74.3	3,082,883	2,520,000	122%	
	Allan Jennings	72.8	1,924,690	1,920,000	100%	

恭
喜
發
財

Top Rookie Robert Kanaan



December 2009
1st Six Month
Category IX

Net to Gross 84%
1st Six Mo Agt \$42,712
1st Six Mo Obj \$39,000
% of Obj 110%

The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage over their 1st Six Month Objective for the featured Month.

"Gong Xi Fa Cai" meaning wishing you to be prosperous in the coming year



They haven't heard yet!

The new Laptop Presentation revolutionizes the way we write business.

I have a papercut.

A better way is coming!
The new Laptop Presentation.

More details to come.

Direction



Scott Smith
*Executive Vice President
& Chief Marketing Officer*

Championship Advice

If you have made it to this page, no doubt you have already read about the top achievers of 2009.

These people will be recognized at our 2010 Convention in New York City. I've always loved our annual celebration because it's a time to be surrounded by nothing but achievers. That's an opportunity you don't get every week of the year. Everyone within sight at Convention is a Champion.

So what makes a champion?

Motivation, determination and activity are the main ingredients you will need in 2010 to become a 2011 convention qualifier. It doesn't matter what contract you have.

You will notice I didn't list talent as one of the necessary ingredients to your championship run. Of course, talent helps but hard work will always beat talent when talent doesn't work hard.

Here are five steps that will ensure you will be at Convention in 2011:

First, the commitment you must make to become a convention qualifier is to yourself. It is also the only commitment you need to make. If you're going to wait around for someone besides yourself to provide some sort of external motivation or to provide you with the incentives to become more determined to raise activity, you're going to do just that... wait. You need to believe in yourself before anyone else will.

Second, know your qualifying level of production! Set up a daily personal tracker and be committed to reviewing where you stand each workday.

Third, exactly how much time do you have? Remember the impact of holidays, vacations and family commitments. Time off is as big a factor as time left!

Fourth, what does your historical performance tell you about your future strategy? This information can be the gift of becoming a champion when used properly. If you're a producer, know how many appointments, referrals, TGs or leads you need to book on a weekly basis to generate your qualifying production number. Yesterday's data can become today's road map!

Fifth and final, on every single day of your quest, don't attempt to become a champion. Live each one of those days as a champion! While remaining humble, carry yourself with a champion's confidence. Walk away from the irritating, the insignificant, and the trivial events that are not productive and focus on what gets results.

If you're not already a champion, understand why not. It's probably because your own vision of yourself limits what you can really achieve. It's time to get a fresh view of what your future can be when you take control of it.

When you consider yourself a champion, you'll have a greater understanding of what makes the journey far more gratifying than a moment of recognition.



sun, fun and convention 2011



pool side, fontainebleau resort



FONTAINEBLEAU



2011 Convention:
May 30 - June 2

Stay at the Fontainebleau Resort in Miami!
For complete Convention Qualifications, go to:
www.aillife.com/arc/spotlight.aspx



Leadership Bonus

Total: \$715,840.11

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Stephen Hill	\$41,980.61	Michael van Delft	\$3,431.80	Gregory Williamson	\$1,770.85	William Smith	\$1,145.93
Ben Halali	31,630.45	Daniel Armstrong	3,339.09	Yvonne Zarathustra	1,744.18	Nicole Johnson	1,143.47
Wayne Fader	23,382.61	Rodney Ward	3,336.69	Wes Elder	1,716.07	Phillip Jenkins	1,133.89
Lorenzo Lameko	20,588.05	Desi Dimitrova	3,316.75	Christine Hartman	1,684.04	Alek Auxier	1,120.84
Ernesto Magat	15,206.76	Wade Humphries	3,301.94	Kevin Ishikane	1,667.81	Seth Raymond	1,093.72
Bobby Gujral	13,826.52	Otari Bater	3,295.12	Ronald Trombetta	1,664.84	Cassandra Gordon	1,090.13
Thomas Vena	11,317.02	Rory Crockford	3,291.49	Phillip Humbel	1,664.23	Adam Niman	1,088.73
Byron Paz	11,110.42	Rita Charles	3,193.71	Willon Charles	1,659.20	Joseph Hedborn	1,073.18
Sarai Castanon	9,509.01	Matt Flores	3,177.61	Steven King	1,637.48	Matthew Diulus	1,068.03
Karen Gagarin	8,602.48	Mitch Duplantis	3,158.03	Salima Abdin	1,602.97	Rudi Camenzind	1,059.09
Serah James	8,344.96	Pamela Ladd	3,125.96	Michael Perez	1,600.45	Maxine Moody	1,044.21
T J Powers	7,845.62	David Ackerman	3,003.89	Noel Ables	1,584.15	Andrew Aaron	1,027.21
Patrick Bendure	7,672.44	Daniel Hartwig	2,966.16	Eric Brown	1,580.53	Amosa Faamanu	1,027.16
Stephen Jubrey	7,639.03	Sara Welch	2,957.63	Kevin Burton	1,561.30	Juan Cardona	1,020.04
John McGrath	7,317.78	Nicholas Lorence	2,951.59	Damien Cannaday	1,521.00	Kevin Davis	1,018.23
David Wang	7,000.43	Tracy Haden	2,919.66	Andrea Nichols	1,476.55	Steven Stensrud	1,016.44
Garret Kun	6,264.60	Tania Tikitiki	2,903.06	Summer Miller	1,474.06	Brandon Braun	1,015.47
Justin Adams	6,243.33	Robert Vincent	2,896.08	Ashlynn Orng	1,472.39	Derek Wiens	1,010.80
Harjeet Rana	6,114.19	London Burnett	2,893.54	Brenton Betts	1,452.08	Gevorg Yanukyan	994.25
Tiffany Roland	5,941.28	James Allen	2,859.00	Paul Samra	1,450.20	John Young	980.70
Marcus Howard	5,354.50	Vaaufiao Robertson	2,821.01	Cheryl Foti	1,445.24	Jeremy Harbin	979.54
James Cunningham	5,293.63	Ryan Hall	2,784.35	Nicholas Engrav	1,440.69	Christopher Clark	978.71
David Hausman	5,263.53	Beth Snow	2,726.47	Randolph Souliers	1,440.48	Christopher Stephens	961.40
Kasali Kotun	5,172.49	David Iriye	2,717.68	Sean Lacroix	1,429.73	Thomas Reagan	956.29
Ryan Vopat	5,145.34	Levar Morgan	2,701.01	Lleison Martinez	1,412.49	Dorian Oldham	950.86
Hal Herman	5,029.81	Moswen Taylor	2,700.20	Chad Brown	1,403.39	Linda Jackson	948.80
Doreen Ryan-Foti	5,001.89	Nicholas Zangardi	2,640.12	Darron Hacker	1,365.90	Eric Eun	948.64
Karen McQuoid	4,917.37	Humberto Quintero	2,502.56	Barbara Corigliano	1,353.52	Michael Sheets	942.69
Daniel Orr	4,843.92	Mark Corkrean	2,495.04	Zachary Hart	1,315.80	Ariel Sanchez	936.32
Raymond Risucci	4,807.37	Brett Engelson	2,465.32	John Sparby	1,303.50	Dustin Dunlap	929.12
Michael Vasu	4,635.23	Anne Powihongi	2,457.36	David Gombkoto	1,298.88	John Cochrane	928.11
Samuel Cohen	4,624.58	Norman Sellen	2,447.73	Robert Gerdes	1,289.55	Ricky Rice	919.78
Ryan Bisanz	4,452.43	Curtis Moreland	2,393.69	Jay Newsome	1,274.11	Brian Wolchok	879.54
T J Rowell	4,346.78	Matthew Melhorn	2,389.85	Johnathan Olsen	1,263.49	Erik Graham	870.47
Jamison Weatherspoon	4,269.32	Brian Schreiter	2,277.73	Kenneth Greer	1,251.10	Pauline Ruff	867.19
James Aalders	4,257.01	Katharine Sealscott	2,228.11	Eli Pierce	1,249.64	Anderson Sooknanan	861.57
Kilisimasi Sega	4,215.89	Darren Miller	2,213.12	Eric Cochran	1,246.75	Robert Woodhouse	858.67
Johnathon Bunch	4,006.14	Alex Hernandez	2,188.55	Amanda Beyersdorff	1,224.94	Loretta Ekeroma	838.54
Daven Hermosura	3,951.05	Bradley Ellison	2,164.46	John Akers	1,222.24	Joseph Uppleger	835.86
John Collins	3,852.74	Timothy Watson	2,159.13	Christopher Williams	1,221.13	Tasha Tucker	826.18
Allen Nelson	3,826.80	Alba Wandurraga	2,065.66	Lafi Papalii	1,216.29	Jandar Naloev	820.65
Jose Harb	3,796.60	Kathryn Chaisson	2,060.52	Cory Friedman	1,210.23	Maria Esposito	792.59
Brett Gryska	3,786.14	Simon Rolland	2,055.93	Lynn Jones	1,210.23	Joshua Lenix	782.96
Richard Blake	3,728.12	Michael Romeo	2,035.65	Ronald Starr	1,186.74	Marcus Noel	778.07
Sita Pereira	3,597.06	Renee Jeffries	1,982.17	Charles Allen	1,181.55	Victor Vicario	775.77
Richard Barbour	3,582.29	Aaron Gebke	1,925.18	Elias Hazen	1,164.87	Kellen Cuttance	770.44
Peter Chung	3,580.91	Samantha Chui	1,851.41	Richard Sprigg	1,162.89	Rita Earl	763.82
Michael Bromberg	3,548.45	Larry Pereiro	1,836.66	Daniel Phares	1,159.34	Luay Ghawi	761.96
Michael Boyer	3,486.94	Theresa Setefano	1,818.91	Brandon Teter	1,157.44	Matthew Willrodt	760.48
Lesina Ah Sue	3,441.28	Craig Beck	1,775.75	Tim Smith	1,152.54	Natalie Linker	750.18

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jacob Arias	\$728.10	Alan Silverman	\$445.03	Maria Lealaialoto	\$307.77
Brenda Hadaya	723.80	Jonathan Emura	444.60	William Myatt	296.76
Katherine Georgiou	722.02	James May	440.80	Shane Burns	294.16
Antonio Monica	702.81	John Franklin	435.52	Daniel Umbertone	292.52
Mark Bleier	702.35	Arthur Greene	434.11	Robert Drake	289.30
Denice Copp	694.60	Rachel Bryson	429.76	Lee Jeffers	286.69
Joshua Olin	694.31	Michael Weeder	427.55	Curt Snow	283.39
Horace Johnson	670.04	Loralee Vasquez	426.05	Kristin Mueller	280.60
Natalie Soboleva	670.00	Alvin Hagens	418.09	Christopher Freter	279.59
Michael McJunkins	669.79	Joseph Larsen	418.09	Ryan Neel	277.09
Robert Black	662.62	Tod Brown	415.93	Larry Dowse	273.48
Wayne Blumling	658.29	Jeffrey Aleman	413.47	Darren Wolf	271.95
Mark Beckford	658.14	Fritznel Octave	412.57	Chris Johnson	271.14
Josh Wheeler	644.01	Tosha Tremblay	412.16	Cheryl McLean	270.35
Arnold Pacleb	628.47	Jerry Moore	409.93	Michael Fulkerson	270.03
Debra Hepp	622.34	Josh Juggassar	404.99	Angel Arista	269.87
Kevin Edwards	620.95	James Brenneis	404.43	Shawn Nowak	268.70
James Palmes	620.82	Don Tong	395.22	Steven Young	267.90
Anthony Anderson	617.07	Haoyu Xu	394.86	John Viar	267.64
Matthew Parks	613.03	David Faraway	389.29	Jasmine Colon	262.96
Wanda Draughon	612.30	Miranda Dellinger	382.20	Mildred Rush	257.64
Alesya Gurlov	608.10	Adrian Moye	381.18	Corey Carbon	255.70
Maria Greene	606.03	Craig Strompf	379.29	Brandon Cooley	252.50
Dan Rubio	601.66	Derrick Mason	377.26	Colin Lyse	249.62
William Caraway	590.56	Malorie Bartlett	371.21	Rodney Chaney	249.59
Steve Surace	583.47	Timothy Kieran	369.45	Russell Miller	249.03
Harold Durana	568.83	Samuel Peacock	367.66	Erickson Bencosme	248.88
I-Perfection Harris	559.29	Timothy Cruise	365.19	Jerry Sullins	248.19
Roger Fung	553.44	Adam Zlupko	363.39	Norbert Medina	241.15
Christopher Jordan	547.18	Kelly Yingling	363.09	Michael Laramie	236.36
Susan Cooksey	541.47	Jason Mayer	359.92	Jewmekia Morton	235.35
Peter Stay	538.34	Asta Ramanauskaite	359.01	James Welsh	231.88
Jarred Sykes	537.88	Richard Woodly	354.68	Chantal Daigle	231.45
Marlin McKinney	528.54	Mark Neilson	351.31	Leon Thompson	230.89
Jennifer Sells	522.69	Casey Kunash	350.29	Sharif Grays	230.30
James Cummings	510.93	Kimberly Riley	350.17	Zeve Katz	229.17
Roger Weisman	510.50	Antonio Salgado	346.41	Aaron Parks	226.01
George Lahamedjian	508.34	Nicholas Wolle	345.50	Gregory Easley	225.65
Saumamao Savea	502.38	Nicole Johns	343.85	Charles Bosworth	225.49
Mario DePinto	501.07	Jessica Wilhite	337.84	Ryan Leong	221.19
Lucky Faaitiiti	491.90	Marino Baca	332.67	Gerald Bledsoe	218.93
Yehonatan Gross	489.07	Ayse Ozturkmen	330.52	Stephen Archer	216.56
Elizabeth Montgomery	488.11	Patrick Duray	326.82	Amy Kelley	216.19
Timothy Clark	487.39	Brent Arbour	326.53	Sharon McKee	216.01
Michael Williams	487.33	Joseph Flynn	325.81	Philip Abramovitz	208.80
Regan Munro	482.57	Shivani Thaker	325.02	Thomas Bryant	200.73
Robert Biser	481.62	Sanele Lafaele	324.74	John Roma	200.64
Christopher McFoy	474.32	Nicholas Rice	324.54		
Tracy Thomas-Shell	469.29	Daniel Bauer	324.36		
Jay Meyer	465.37	Travis Norman	317.43		
Cara DeFiore	460.00	Renee Anderson	317.18		
Jerry Wheeler	459.72	Anthony Theriault	315.06		
Richard Correa	458.28	Danny Smith	310.25		
Jacqueline Reim	457.17	John Charlton	310.00		
Todd Sahn	451.82	Jonathan McKay	308.96		
Perquida Osborne	451.49	Nicole Magill	308.63		

World's Greatest Bonus

Total: \$1,416,049.02

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Amir Sedaghat	\$10,443.21	Richard Carter	\$2,437.65	Ryan Ward	\$1,941.02	Joshua Silvers	\$1,558.72
Omar Hashimi	8,761.93	Ryan McIntosh	2,432.87	Kelly McDonald	1,934.44	Justin Kelling	1,556.65
Lesina Ah Sue	6,015.46	Jonathan McKay	2,411.20	Rachel Bryson	1,933.62	Aaron Bullard	1,554.96
Ofa Tupouniua	5,939.71	Tibor Simon	2,410.08	Salima Abdin	1,931.73	Chinda Vongkhampha	1,547.86
Raymond Angeles	5,601.56	David Ramirez	2,402.81	Kevin Haines	1,928.68	Anne Powihongi	1,547.26
Erickson Bencosme	5,574.75	Dustin Surace	2,394.17	Jose Hernandez Camargo	1,917.87	John Young	1,546.97
Zachary Hart	5,422.64	Adam Kahn	2,388.01	Jeremiah Morales	1,911.35	Richard Ronbeck	1,545.31
Alba Wandurraga	5,262.94	June Teo	2,387.01	Rocio Price	1,900.32	Hicham Elazhari	1,537.82
Lily Tchen	5,209.24	Ana Siau	2,356.37	Christopher McFoy	1,889.87	Lawrence Hauck	1,533.52
Eriteta Tauraoi	5,208.65	Alan Rosen	2,340.09	Juan Reyes	1,878.01	Rosa Savea	1,531.94
Manu Manu	5,117.10	Viliani Pole	2,334.87	Agatha Safford	1,876.91	John Passi	1,530.09
Erez Shabtay	4,776.73	Patrick Taylor	2,329.25	Barbara Corigliano	1,869.06	Christopher Nablo	1,524.48
Brock Lampee	4,737.25	Jacqueline McHugh	2,302.13	Peter Kaplanis	1,860.22	Quisha Castro-Lopez	1,523.77
Robert J Dunn	4,414.35	Steven Sparkes	2,289.61	Elizabeth Lo	1,851.68	Umuti Kenese	1,520.90
Maria Rocha	4,389.14	Peter Hudousek	2,285.31	Deanthony Hartman	1,850.97	Michael Lucarelli	1,519.22
Max Quasem	4,351.05	Siupeli Tuitupou	2,281.05	Heuifanga Lauaki	1,837.70	Sharmanda Gawel	1,505.13
Justin Germany	4,325.78	Kevin Ishikane	2,267.10	Joshua Lenix	1,831.52	Kimberly Riley	1,496.06
Tasha Tucker	4,250.53	Lydia Lozano	2,266.29	Gordon Davies	1,826.65	Ellahe Vaziri	1,493.80
Felicia Price	4,222.84	Jesse Atatai	2,264.82	Brian Ellison	1,818.49	Brock Bode	1,486.85
Stephanie Kies	4,173.09	Niurka de Armas-Duran	2,264.09	Amosa Faamanu	1,804.37	Pati Lesatele	1,485.28
Pafuti Toleafoa	4,154.84	Amy Shui	2,263.70	Stephen Oleszkowicz	1,792.99	Justin R Smith	1,482.43
Theresa Bellajaro	4,081.89	David Fung	2,258.89	Bryant Hendley	1,784.86	Derek Sandilands	1,481.03
Al-Karim Walji	4,016.21	Maijargal Sukbaatar	2,251.81	Doris Aguilar	1,780.40	Wayne Pearson	1,476.75
Eugene Kashkin	4,009.03	Jesse Wise	2,251.20	Mark Bleier	1,770.11	Gary Slocum	1,475.99
Mele Bigg	3,989.06	Maka Tonga	2,245.79	Debra Williams	1,757.10	Ruth Setefano	1,471.10
Robert Ulreich	3,848.50	Katrice Hunt	2,241.10	Dominique Bertoncini	1,756.41	Tiffany Rovinski	1,468.03
Jonathan Emura	3,836.51	Joseph Lasalle	2,239.94	Philip Anderson	1,752.23	Michael Quandt	1,467.14
Viet Chung	3,787.51	Moemoe Talataina	2,229.53	Phillip Montano	1,746.38	Paul Lawson	1,466.97
Steven Stensrud	3,723.72	Evan Wicklund	2,216.31	Silia Kuka	1,744.75	Steve Marker	1,459.79
Freida Yakubov	3,721.44	Patrick Knight	2,204.37	Robert Karetny	1,739.46	Poshen Yang	1,458.57
Scott R Davis	3,629.38	Lima Drysdale	2,198.71	Ala Awad	1,736.62	John Reynolds	1,454.24
Mary Ann Gaelic	3,608.63	Todd Engelson	2,183.42	Nathan Osborn	1,723.70	Graeme Bollinger	1,452.84
Terrence Asuncion	3,443.78	Shahnaz Toloui	2,179.85	Edward Robertson	1,723.47	Jerry Marion	1,451.93
Alex Gonzales	3,430.08	Helen Taylor	2,174.61	Zbigniew Stankiewicz	1,715.27	Amit Dogra	1,445.54
Elvis Obonor	3,415.48	Jun Ma	2,168.91	Josh Juggassar	1,714.76	Philip Abramowitz	1,441.83
Feroz Rahman	3,313.21	Elias Hazen	2,145.56	Natalie Soboleva	1,714.57	Ramandeep Gill	1,440.66
Meliame Moeakiola	3,212.12	Joey Kennedy	2,119.58	Gordon Mooc	1,705.63	Nanette Clay	1,431.77
Michal Majewski	3,192.98	Heather Hewitt	2,112.87	Harold Durana	1,703.68	Grant Stampfli	1,426.42
Taumoe Maligi	3,181.98	Russell Morris	2,104.89	Matthew Wilford	1,682.88	Duane Robertson	1,425.43
German Viviano	3,171.20	Karolina Brandys	2,091.90	Mark Neilson	1,682.51	Robert Drake	1,423.41
Joey Sales	3,141.80	Maryam Rahmani	2,087.54	Ed Olfert	1,677.36	Cedric Moore	1,418.20
Jason Gold	3,111.76	Katie Massart	2,086.61	Amanda Thibado	1,675.58	Nathan Leininger	1,417.62
Sosefo Petelo	3,076.02	Herrnan Lewis	2,083.82	Vatapuia Vavau	1,667.14	Rebecca Sharpe	1,416.16
Maria Diringier	3,075.64	Samantha Chui	2,079.40	Juanita Fussell	1,663.98	Mark Kukielski	1,415.46
Amanda Beyersdorff	3,022.86	Joshua Jackson	2,073.19	Kenneth Exum	1,659.43	Brian Welsh	1,415.09
Bruce Viaje	3,014.05	Rita Charles	2,064.38	George Fallowfield	1,657.54	Victor Vicario	1,410.74
Robert Simmen	2,972.32	Andrew Haskins	2,061.29	Timothy Cruise	1,654.75	Nichole Teta	1,404.04
Sammar Miqbel	2,904.76	Saeideh Nessar Ali	2,059.32	Tammy LaBello	1,645.29	Amelia Zeiger	1,400.98
Dustin Dunlap	2,896.88	Melissa Gilroy	2,054.10	Akesa Lia	1,643.79	Svetlana Belkina	1,399.17
Felicity O'Halloran	2,884.57	Mario Andres Chavez	2,052.17	Fale Uisa	1,643.03	William Caraway	1,399.01
Lucky Faaititi	2,852.29	Atta Saleh	2,048.76	Daniel Pinschmidt	1,633.31	Taina Agaimalo	1,393.61
Brandi Hershey	2,821.04	Tilly Roebeck	2,047.82	Sandra Linse	1,631.73	Kyle Wrobel	1,388.50
Akbar Hosseini	2,812.10	Hinenui Jury	2,033.55	Odilia Goulart	1,625.01	Brent Leathers	1,388.33
Christian Napiza	2,806.11	David Jackson	2,033.48	Jennifer Wehrle	1,620.04	Maria Paukoffe	1,386.62
Bianni Mafileo	2,796.42	Rodney Chaney	2,007.59	Gagandeep Klair	1,600.49	Kuinita Bilo	1,383.72
Andre Bishop	2,749.34	Gregory Hayman	2,001.66	Emanita Pohahau	1,595.07	Rita Haidinger	1,377.06
Sautia Maluofenua	2,708.91	Daniel Johnson	1,999.28	Alanna Swenson	1,592.92	Billy Wilder	1,376.55
Lafi Papalii	2,656.36	Toni Puamau	1,996.64	Lamine Diakhate	1,590.59	Norbert Owusu	1,376.14
Omarh Torio	2,596.42	Scott Remyey	1,991.04	Daniel Potilechio	1,589.73	Benjamin Eggen	1,375.08
William Parmeter	2,589.63	Sheleen Brzozowski	1,986.87	Aric Lopez	1,589.32	Denise Ferguson	1,374.95
Barbara Stillwell	2,562.76	Faiga Ene	1,982.04	Taeiloa Inia	1,589.29	Krista Thieme	1,369.47
Ross Ewen	2,555.65	Christine Gross	1,969.72	Ronald Rennich	1,581.94	Dustin Klingebiel	1,367.31
William Lee	2,546.31	Tiffany Hepner	1,964.86	Timothy Kieran	1,575.89	Tyler Endicott	1,365.23
Sylvie Mahe	2,513.35	Paramjit Sangha	1,960.28	Ryan Leong	1,569.53	Dawn Selden	1,364.25
Semi Halanukonuka	2,513.35	Jermaine Gunter	1,956.29	Roger Weisman	1,566.65	Michael Camara	1,359.80
Germaine Johnson	2,470.22	Tatjana Tikhonov	1,954.36	Sharon Brenner	1,562.18	Tiffny Shim	1,355.41

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Peter Kwiatkowski	\$1,355.23	Salanoa Kenese	\$1,188.02	James Welsh	\$1,052.15	Yingkai Ma	\$932.00
Kevin Edwards	1,350.61	Eddie Ruiz	1,188.00	David Gombkoto	1,052.02	Willon Charles	931.00
Scott Smith	1,345.50	Robert Tierney	1,183.69	Preston Osborn	1,047.60	Chau Tran	927.96
Nathan Foti	1,342.01	Alvin Hagens	1,183.21	Brian T Mitchell	1,047.12	Amie Greene	926.79
Erika Little	1,340.81	Traci Peterson	1,181.66	Faamele Epati	1,045.27	Jen Sage	926.05
Sally Wilson	1,340.52	Brittani Cooper	1,175.32	Lisa Richardson	1,045.00	Robert Cline	925.95
Debra Hepp	1,336.70	Kyle Milner	1,173.52	Dana Hart	1,043.14	Evelyn VanHouten	925.09
Nadine Reyes	1,330.59	Lynn Pell	1,173.49	Patrick Ward	1,040.73	Jasmine Colon	923.73
Shelton Fulsang	1,328.44	Benny McCarty	1,171.52	Felili Maiava	1,036.50	Maria Lealailuloto	921.57
Steven Janev	1,325.73	Dante Ferrigno	1,169.34	Nikki Crosby	1,035.93	Jennifer Holliday	920.57
Glyn Hurst	1,323.49	Rebecca Tumanu	1,169.19	Michael Butts	1,033.71	Daniel Taurisani	919.68
Nicole Johnson	1,322.65	Benjamin Mancillas	1,167.21	Javier Esquivel	1,033.68	Edward Rangel	917.24
Heather Crawley	1,319.44	Mark Harhager	1,167.04	Haoyu Xu	1,030.21	Samy Jacques	917.04
Linda Jackson	1,318.05	Mario Martin	1,166.23	Michael Nguyen	1,030.11	Lisa Wood	912.59
Adam Budge	1,315.92	Billie Mitchell	1,164.91	Christopher Chovanec	1,029.88	Gregory Easley	911.68
Kevin Appasamy	1,312.09	Ashley Cesta	1,164.55	Timothy Watson	1,029.63	Daniel Hartwig	909.63
Rishi Shukla	1,312.08	Matthew Parks	1,162.27	Jacqueline Reim	1,029.62	Stephanie Loch	907.69
Christopher Feiner	1,307.14	Byron Scott	1,159.76	Crystal Reeves	1,029.09	Carmelo DeCicco	907.42
Danielle Jankowski	1,304.84	Anthony Balloutine	1,157.30	Kaixun Yang	1,026.24	Joshua Goldstein	907.02
Henry Ingraham	1,303.84	Stephanie King	1,156.98	Mitchell Look	1,025.28	Christina Guerrero	903.55
Thomas Davis	1,298.45	Angela Knox	1,156.31	Kelly Yingling	1,022.60	Seini Mafi	899.59
Steven Schnitzer	1,297.36	Alfred Taren	1,155.29	Anthony Wolf	1,022.23	Phillip Jenkins	899.53
Richard Evans	1,293.45	Patrick Tannous	1,155.02	Wei Zhou	1,021.28	Johnathan Virgil	898.92
Rebecca Perkins	1,287.87	Hollie Christian	1,150.27	Palekoulou Taufateau	1,019.38	Scott Davison	896.30
Shelly Cullen	1,281.82	Christopher Ammons	1,146.50	Derek Golembeski	1,018.73	Sean O'Reilly	895.58
Landre Clark	1,280.91	Jacob Pokipala	1,143.73	John Akers	1,018.62	James Palmes	894.91
Evelyn Nkwenti	1,278.15	Benjamin Foti	1,142.13	Matthew Ficarra	1,018.47	Amuia Teo	894.56
Mark Akler	1,275.44	Carmela-Adryann Valerio	1,139.88	Mark Graham	1,015.47	Gabriel Pantely	893.76
Michael McIntosh	1,275.00	Thomas Tulowiecki	1,139.63	Patrick Robitaille	1,013.67	Jaythan Turner	893.58
Brandon Brown	1,267.93	Robert Black	1,135.03	Jeffory Churchfield	1,011.04	Cortland Golightly	892.28
Justin Haynes	1,265.76	Jennifer Sullivan	1,134.47	Natalie Wagner	1,010.19	Sharon McKee	891.48
Sunitila Eukaliti	1,259.61	Amy Kelley	1,134.21	Tiffany Roland	1,008.99	David Peebles	890.59
Marion Magat	1,258.07	Allen Beerman	1,133.52	Kevin Holtz	1,008.57	Akmaya Kakajanova	885.55
Ann Wainit	1,254.10	Nelson Alves	1,131.24	Scott Patterson	1,008.19	Jason Thompson	883.94
Steven Rotherforth	1,252.46	John Viar	1,127.56	Nuera Pomare	1,008.11	Hasani Anderson	877.31
Faamaoni Frucan	1,250.92	Samuel Mims	1,126.81	Ruben Soberanes	1,007.16	Losaire Bienaime	876.60
Lorena Barriere	1,248.68	Joshua Swogger	1,125.48	John Tippett	1,006.53	Mafi Ulutoa	876.22
Hasan Guyon	1,244.38	Allan Munro	1,124.48	Heidi Regel	1,003.02	Christopher Freter	875.73
Lemlem Zerayesus	1,243.00	Harvey Griffin	1,123.08	Darren Desaulniers	1,002.55	Mark Beckford	875.21
Dustin Pollock	1,242.91	Jason Stein	1,122.72	Mario Chavez	1,001.57	Christopher Rocco	869.09
Diego Acosta	1,235.80	Jinzhou Zhao	1,121.72	William Zulauf	999.60	Stephanie Novel	868.93
Joaquin Santos	1,235.52	Pauline Ruff	1,115.96	Marisa Willgruber	999.59	Adelfa Parinas	867.00
Tarryn Fredericks	1,235.27	Michael Matteo	1,112.83	Joshua Champneys	998.17	Brenton Betts	865.34
Christopher Jordan	1,232.16	Ropeta Tavete-Mavaaga	1,109.91	Laureena Giorgi	995.48	Bridget Smith	865.08
Loretta Ekeroma	1,231.02	David Benamati	1,108.97	Rob Speers	993.75	Keri Striker	863.49
Royland Walker	1,229.31	Roxanna Bernal	1,108.39	Brandon Schwed	989.82	Wayne Blumling	863.15
Amy Buskas	1,227.18	Andrea Barenholtz	1,105.16	Lonnie Williams	989.22	Jerry Moore	862.85
Mark Kuehn	1,226.31	Rodney Barlow	1,101.50	Selena Jackson	986.47	Jeffrey Nava	861.44
Roldin Marcello	1,226.07	Walter Osmond	1,097.04	Bizan Diago	984.84	Gary Smith	859.04
Michael Bager	1,225.94	Jose Lomeli	1,095.99	Michael Robinson	982.24	Anthony Fuller	858.98
Naron Pollard	1,225.19	Michael Scudder	1,095.79	Telesia Gaga	979.36	Courtney Lovsteen	858.72
Brenda Howell	1,221.34	Adam Niman	1,095.61	Peter Stay	976.50	Luciana Mosca	857.75
Teresa Faalogo	1,221.08	Alexander DiMauro	1,094.06	Francis Ifope	968.67	Jason Oliver	856.18
Sara Gilley	1,219.82	Kevin MacKinnon	1,091.76	Wander Lima	967.37	Christopher Manzelli	855.02
Samuel Peacock	1,218.77	Brandon Hines	1,085.93	Matt Moore	962.84	David Slipka	854.64
Keyra Montoute	1,215.71	Ellen Weinstein	1,085.76	Ariel Sanchez	960.13	Keith Broadnax	853.75
Bradley Gray	1,212.63	Thomas Carver	1,084.01	Michael Yip	959.68	Igor Slobodyan	851.44
Michael C Williams	1,208.98	Florence Eli	1,080.60	Victor Rodos	956.90	Jacob Hibbeln	851.26
Ryan Daly	1,207.35	Guadalupe Valdez	1,079.18	Samson Adelufosi	955.92	Gary Prokop	851.09
Sebastian Kazek	1,205.49	Howard Price	1,075.81	Matthew Girard	955.77	Arthur Claybon	850.21
Matthew Diulus	1,204.42	Harry Kochi	1,075.33	Sanele Ablam	954.01	Jerry Hussey	849.66
Leone Tom-James	1,204.38	Derrick Mason	1,074.49	James Senior	953.37	Dawn Holland	849.31
Otari Bater	1,203.23	Cheryl Clancy	1,073.68	Djenabou Diallo	949.86	Sean Hanson	845.88
Garrett Jones	1,202.21	Edward Harris	1,068.66	Nicholas Davis	949.12	Daniel L. Smith	845.83
Maxwell Sinard	1,198.96	Gerald Smyer	1,067.78	Gian-Paolo Diberardo	948.97	Lytoni Brown	843.88
Matthew Turnquist	1,198.94	Chena Blair	1,064.80	Robert Kempner	946.71	Darrell Sarmiento	842.74
Ben Halali	1,196.54	Kristina Thacker	1,063.73	Lorraine Chaney	944.95	Tyrone Leverette	842.44
Daniel Crossley	1,194.02	Daniel Vermillion	1,063.34	Muhammad Chaudhry	943.03	John Roterman	841.81
Karen Sessing	1,193.31	Kuresa Nanai	1,062.16	Alex Schaller	942.36	Jay Newsome	838.78
Sorana Blackfoot	1,192.04	Bryan Brooks	1,061.08	Earnest Loveless	942.35	Whitney Delong	837.40
Kathryn Parker	1,191.67	Philip Boubel	1,059.96	Andres Sylva	940.66	Samantha Serrano	836.70
Bernardo Lopez	1,190.82	Timothy Nolan	1,056.62	Siliva Fanolua	935.34	Kristin Garramone-Hager	835.92
Melissa Hyland	1,190.81	Sujata Kapadia	1,055.17	Derron Alexander	934.98	Marvin Chalwe	835.86
Nicholas Thompson	1,188.75	Anthony Tricarichi	1,054.64	Michael Yoxheimer	932.93	Diane Carrion	835.43

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Malcolm Redd	\$834.25	Alicia Booker	\$755.71	Justin Yandell	\$672.83	John Farley	\$595.59
Jake Conley	833.99	Jose Harb	755.21	Daniel Kim	672.81	Alia Aslam	595.52
Robyn Stewart	830.84	Kenneth Sutton	754.36	Kevin Wurn	672.01	Adeyemi Akinade	595.21
David Moir	830.58	Jamie Strahl	753.08	Judy Rodriguez	671.04	Olesya Gurlova	594.59
Anthony Theriault	830.26	Kelvin Chu	753.05	Ariana Jones	670.75	Gina Flores	593.92
Jaime Rozotto	828.44	Anthony Gerald	747.92	Nicole Rihaneck	670.28	Jantje Zaal	593.83
Herivelto Pereira	827.78	Devin Mohamed	747.24	Summer Miller	669.33	Tiffany Cummings	591.78
Richard Coombs	826.38	Melissa Flanagan	746.85	Brook Meeks	668.69	Jamison Dumas	591.29
Nathan Champneys	826.14	Ashkan Faramarzi	746.79	Candice Rezzo	668.40	Jonathan Chu	589.96
Joseph Moore	824.83	Christina Smith	746.28	Katherine Georgiou	667.02	Jonathan Duncan	588.46
Shawn Reid	823.31	Derek Robb	746.27	Robert Bacon	664.88	Richard Handlir	588.28
Scott Hanna	822.88	Thomas Adkins	743.43	Brian McGill	663.27	Tanner Court	586.29
Donna Deason	822.75	William Doby	740.79	Catherine Brown	662.36	Adrian Moye	585.59
Richard Woodly	821.05	Timothy Clark	739.13	Danielle Finan	660.64	Gerald Bledsoe	585.09
Bradford Brummett	820.50	Angeles Ordas	738.13	Amber Colp	659.64	Horace Johnson	584.83
Wayne Green	820.20	Atapana Faimalo	737.39	David Saez	658.08	Eduardo Garza	581.27
Henrietta Jackson	817.69	Tiffany Rintone	735.94	Teresa Butolph	657.66	Charlene Losse	580.82
Michael Benney	813.87	Curt Snow	735.02	Aghayni Nazarian	655.58	Aaron M Jones	578.18
Megan Yanolatos	810.42	Jason Snelgrove	734.93	Marko Jankovic	653.40	Sharif Grays	576.34
John C Johnson	810.22	Nicole Magill	734.49	Robert Granzow	650.47	Cheryl Molenda	575.17
Holly Cook	807.37	Marisa Rodney	733.94	Manuel Ferreira	649.33	Jerome Hill	574.63
Nicholas Facecchia	805.86	Danielson Winterstein	731.80	Derek Pattison	648.44	Malorie Bartlett	574.56
Christopher Wren	805.63	Shirley Young	730.46	Angelika Vassilieva	647.63	Michael Murdoch	574.21
Roger Neal	805.59	Allison Bankowski	729.44	Lori Ivey	643.20	Mike Hudnall	572.84
Ricardo Vera	803.44	Daniel Sherman	729.02	David Urtado-Hernandez	642.83	Michael Peters	572.78
Cole Cowan	803.41	Shongaiia Robinson	728.07	Christopher Fernan	641.91	James Woods	572.47
Julie Aprahamian	799.21	Ron Pavon	726.73	Antonio Woods	641.03	Lisa Lipman	569.48
Ying Vang	797.21	Asta Ramanaukaite	725.84	David Rich	639.88	John Schlarbaum	567.08
Kiet Truong	796.74	Dina Cobos	725.11	Kenneth Greer	639.24	Grover Pepper	566.83
Jesse Matthews	796.65	Samvel Tigranyan	724.28	Marivic DeLosReyes	638.99	Wayne Grant	565.23
Anthony Mutter	796.37	Tutoatasi Pale	723.40	Christopher Gonzalez	638.46	Rachel Wilson	564.63
Fonofili Ili	795.54	Ruby Parks	720.97	Travis Brock	637.47	Brianna Laidlaw	563.40
Dinah Brendal	794.97	Jay Banner	720.74	Traci Jones	636.11	Mckenzie Linse	562.90
Brian Walker	794.36	Fay Samitioata	720.51	Limalau Luafalealo	636.10	Curt Bauke	562.73
Deborah Agrifoglio	793.66	Tiffany Ramsden	720.37	Pamela Furuya	634.23	Diane Crawford	561.86
Edward Sousis	790.42	Taneshia Solomon	719.36	Byron Stuckless	632.61	Bryce Pollock	560.75
Anthony Onukwughu	789.32	Yvonne Zarathustra	718.88	Chad Lynch	632.58	William Wilson	560.52
Angela Obidoux	788.80	Megan Gates	718.28	Michael Adams	629.49	Jeffrey Bailey	560.42
Demetria Holmes	788.70	Keefe Karvaski	717.89	Adam Zlupko	629.26	Morgan Davis	559.79
Marvel Coleman	788.34	Christopher Newman	717.56	Nedelka McLean	629.12	James Murphy	559.32
Casey Kunash	785.94	Connie Cortright	715.95	Seth Pogue	627.84	Timothy Attleson	558.32
Michael Woo	782.90	Todd O'Neill	715.72	Sanele Lafaele	627.82	Earle Harris	556.23
Craig Strompf	782.88	Kenji Leonard	714.16	April Rhodes-Colts	627.29	Louie Gonzalez	556.22
Thomas Collinsworth	782.14	Lora Worster	709.39	Comiesee Sampson	626.65	Fernando Silva	554.36
Craig Baxter	782.13	Maritza Soto	709.07	Scott Kim	626.28	German Pena	553.99
Linda Byas	779.87	Candice Kemp	708.54	Jon Gillmore	625.85	Keith Litterst	553.11
Bo Stawicki	778.82	Lee van Delft	707.81	Teri Vandegrift	625.50	Seth Holmberg	552.03
Marchon Tatmon	777.29	Russell Meredith	707.28	Fritznel Octave	624.61	Matthew Hartman	551.76
Hristo Stantchev	776.76	Tony Fox	704.89	Christopher Pekar	621.80	Joseph Quintons	551.60
Fualaan Pelenato	776.32	Brittany Smart	704.04	John Roma	621.09	Alex Newport	550.60
Michael Rawlinson	774.75	Gabriel Manzo	703.66	Willette Graves	620.27	Hensley Julius	549.47
Joseph Peplinski	771.61	Anthony Aquino	698.34	Jacqueline Kabluayen-Mitchell	619.92	James Olp	548.48
Olga Tsymbal	771.19	Lane Ashmore	698.01	Steven Andrews	619.63	David Boltz	546.90
Kimberly Craig	770.60	Beth Snow	696.58	Linda Ballentine	618.42	Tien Nguyen	545.21
Ronald Trombetta	769.84	Rebecca Richardson	695.92	Lucinda Kaptur	618.41	Isabel Ribeiro	545.15
Andrew Helgeson	769.54	Yeni Losano	695.10	Heidi Gorham	616.07	Penatete Lamsam	540.53
Bervina Lane	769.47	Afamasaga Pavihi	693.56	Dennis Keplinger	615.71	Zach Luhr	540.45
Lauren Hamrick	768.61	Angela White	693.10	Heidi French	615.08	Nellie Johnson	540.15
Matthew Cartwright	768.21	Rockey Simmons	690.19	Kathryn Geiss	611.88	Richard Cleveland	539.07
Benjamin Van Fossen	768.17	Travis Price	690.16	Alisa Tuiletufiga	611.24	George Sturge	537.48
Barry Ray	767.87	Jane Dunlop-Sipa	686.83	Nicholas Stan	607.36	John Hatfield	536.94
Sheila Ford	767.49	Ronald Starr	685.82	Jacob Maughan	605.32	Kenton Stobbe	535.53
John Whorton	765.27	Joseph Lugo	685.80	James Cummings	603.88	Dmitriy Kagan	534.23
Mathew Weber	761.30	Diane Johnston	685.20	Tasha Schaar	603.85	Cody Terrell	533.98
Ricky Nail	761.15	Jonathan Sypniewski	683.62	Filipo Patau	603.26	Antron Adkison	531.96
Robert Byrnes	760.95	Nick Triantos	681.20	Curtis Moreland	602.12	Trenton Tipton-Fletcher	531.51
Dawn McElwain	760.80	Emil Mohareb	680.91	Karen McQuoid	601.30	Victoria Kane	531.09
Sandra Cortes	758.71	Randolph Souliers	678.64	Jonathan Howard	601.30	Alexander Sanchez	530.07
Joseph Uppleger	758.28	Thomas Bryant	676.69	Jared Earl	601.16	Chad Panzer	529.40
Jeremy Engrav	757.65	David Steinhoff	675.55	Catherine Minor	600.02	Timothy Klatt	528.76
Catherine Murphy	757.62	Shelby Poston	674.41	Zev Zak	599.30	Chad Rowe	528.00
Andrew Aaron	756.96	Zalika Sterling	673.53	Hank Gordon	599.08	Theodore Greer	527.52
Nic Iagulli	756.29	Adrienne Collins	673.43	Daniel Walton	598.37	Jessica Stambaugh	527.35
Pamela Ladd	755.88	Charles Wachuku	673.08	Joni Bolme	597.37	Jennifer Shelton	526.35
James B Miller	755.80	Nicholas Maglieri	672.90	Chad Potts	596.43	Norbert Medina	525.29

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Terra Sainas	\$525.19	Lizzy Newman	\$471.35	Richard Sanford	\$419.60	Jeffrey Timmons	\$369.25
Daynen Kapler	525.19	Adam Elliott	471.19	Steven Chappelle	418.99	Diana Kaya	368.91
Dennis O'Connell	524.85	Scott Schlee	469.80	Rosemarie Mau	417.94	Denise Copp	367.31
Cynthia Wilwayco	523.35	William Pearce	469.04	Brandon Belisle-LaMoureux	415.69	Ronnie Williams	367.04
Kristen Duncan	522.05	Byron Nakagawa	467.25	Mitchel Gale	414.56	Morgan Romero	366.37
Mitchell Anderson	521.08	James Cannon	467.05	Justine Horn	412.64	Ligia Lima	364.95
Daniel Hanson	520.69	Elizabeth Hodgson	466.94	Forrest Tremblay	412.40	Shawn Melvin	364.92
Andrew Glasser	520.67	Patrick Basque	466.24	Natesha McCoy	410.38	Georgia Anagnostopoulos	364.20
Rosezita Niwha	519.67	Iryna Sushkova	465.35	Jonathan Russell	409.80	Billy Glass	363.65
Craig Finnie	519.17	Catherine Wilkie	465.22	Samuel Chang	409.46	Zac Dajos	363.21
Sara Welch	519.06	Amandeep Gill	464.18	Steven Haberman	409.35	Harold Canter	363.07
Michelle Samuel	518.63	Ross Neale	463.88	Eboni Dunlap	408.83	David Zinteck	363.00
Kyriacos Davis	517.27	Melissa Williams	462.69	Deborah Johnson	408.33	Desi Dimitrova	362.36
Mykola Soltus	516.52	Enrico Paredes	461.57	Tracy Thomas-Shell	407.86	Felisha Fullard	362.33
Miranda Dellinger	516.02	Janella Riley	461.45	Jason Miller	407.52	Richard Patray	361.36
Deanna Bickford	516.01	John Collins	460.59	Casey Cline	407.16	Cesar Lara	360.38
Hollie Mann	515.84	Eric LaBossiere	460.03	Stephen Laday	406.05	Frank Dimola	359.44
Stephen Plackis	514.28	Shiwa Hollingsworth	459.94	Fredrick Hamilton	405.81	Zulfikar Bhukera	359.27
Steven Edgell	513.42	Iosefa Failua	459.68	Adrienne Pierce	405.61	Cathleen Keith	359.25
James Humphreys	512.64	Alma Fabrig	459.24	Kim Newman	405.02	Jaleesa Glover	357.66
David Garbarskiy	512.42	Monica Valdez	459.18	Denea Bowen	404.94	Amber Cochran	357.00
Anthony Gozzo	510.93	Bryan Peters	459.15	Stephen Osmond	404.56	Maria Alcon	356.43
Courtney Perito	510.59	Gerald Mickie	458.56	Jason Reed	404.31	Kouassi Appiah	356.33
Sione Pouanga	510.18	Stephanie Paskett	457.84	Toni Morris	403.39	James Piazza	355.92
Lisamarie Rangiano	509.06	Shingo Hosoma	457.39	Clinton Jones	403.38	Sheree Risley-Aragon	355.53
Jordan West	509.02	Troy Vernon	456.46	Jayne Herrick	402.97	Harvey Dixon	354.40
Ryan Edwards	508.03	Damien Long	456.37	Manuel Gogolin	402.82	Danny Smith	352.98
Sesilia Williams	507.78	Clement Ideozu	456.31	Stephen Buckshot	402.64	David Guzman	352.39
Bradley Piccini	506.73	Troy Hill	455.40	Kenneth McDonald	401.95	Priya Chand	351.88
Cynthia Blowemiller	506.21	Matthew MacDonald	450.31	Blake Higuchi	401.77	Mike Thomas	351.06
Tony Motley	505.47	Matt Nungesser	449.68	Ronald Montalvo	400.54	John Smith	351.00
Jeffrey Kern	505.27	Maria Faasoa	449.19	Eric Batchelor	399.99	Nguyen Mai	350.24
Diego Ramirez	504.59	Christina Beckmann	448.43	Geoffrey Neville	398.30	Ryan Liddiard	350.19
Lidia Meglei	503.97	Hilderguard Tolefoa	446.98	Gerald Silkworth	398.23	Julia Salazar	350.15
Jonathan Tomko	503.94	Robert Puchniak	446.30	Ty Lampkin	398.05	Ryan O'Donnell	349.97
Wesley Wallace	503.64	Amy Adams-Fuqua	446.09	Marty Martin	396.32	Layla Strange	349.71
Matthew Lukesh	503.44	Yadollah Pourjalali	446.00	John Hughes	396.21	Robert Chobor	348.18
Preston Turner	501.64	Vili Falefa	445.96	Andre Fredericks	395.32	Tyler Zemenchik	347.83
Nicholas Wilt	501.01	Julie Wells	445.71	Diana Dziardziel	395.23	Cory Trepanier	347.73
David Higa	500.73	Alesya Gurlov	445.60	Keith Green	395.14	Jared Cleckner	347.45
Juliet Grimmer	500.41	Eugene Garcia	445.54	Kenneth Madden	394.73	James M Miller	347.21
Stephanie Grzechowiak	499.94	Felicia Ricks	445.36	Andrea Marulanda	393.56	Joshua Bagi	346.81
Kimona Hanson	498.78	Travis VanPelt	444.60	Lynda Williams	393.49	Aaron Haskins	346.76
Paola Sanchez	497.85	Charles Perkins	443.50	Aaron Ashby	392.84	John Albertini	344.32
Richard Lutz	497.80	John Schneider	442.69	Aaron Rosenberg	392.46	Richard Crohn	344.23
Alan Laabs	496.20	LaDawn Meador	441.95	Robin Hite	391.85	Robert Biser	344.04
Robert Nolan	495.99	Dustin Ross	441.86	Ivey Dowell	388.50	Amr Shater	343.96
Kristyn Shaner	494.91	Timothy Dawe	440.59	Laura Abrams	388.03	David Boshard	343.59
Clovis Chan	494.84	Michael Lannon	440.59	Troy White	387.62	Autrina Shepherd	343.49
Paul Ginsberg	494.79	Lester Evans	438.11	Tulia Taafi	387.41	Tamerra Washington	341.87
Peter Athas	493.90	Landon Thalman	437.72	Ashley Atkinson	386.43	Bei Xie	341.68
Nguyen Nguyen	492.29	Jessica Willhite	437.34	Virginia Dotson	385.87	Maria Kokoyachuk	341.21
Josh Wheeler	492.12	Michael Catalano	436.31	London Burnett	385.11	Frederick Greene	341.12
Rachel Sloane	488.32	Antonio Mendoza	433.33	Amanda Wolfgang	384.55	Niueperiti Lesatele	340.31
Richard Davis	484.79	Bradley Nowak	431.49	Humberto Quintero	382.59	Charles Steele	338.57
Joel Neiryneck-Coon	484.33	Andrew Coleman	431.03	Violette Ozeran	381.90	Patrick Gesuele	338.15
Xzavier Gaines	484.24	James Lookingbill	430.69	Rebecca Birdwell	381.73	Jack Wang	337.39
Kim Krick	482.91	Sarah Kisielewski	430.45	Sina Polu	381.50	Jackie Alston	336.80
Siuila Gagau	481.59	Timothy Davis	429.25	Antonio Salgado	381.16	Bruce Cuddy	336.55
Matthew Voloschuk	481.11	Charles Smith	428.73	Nichole Poirier	380.89	Francis Cawley	336.51
George Balaban	479.68	Carla Franklin	428.70	Andrew Jordan	380.50	Brandon Carissimi	336.23
Daisy Sanchez	479.62	Robert Hamilton	428.56	Brian Blair	380.30	Thomas Reagan	335.86
Lori Dacyk	479.14	Cassandra Cyrus	428.41	John Gross	378.08	Matthew Foster	335.84
Grover Bond	478.86	Nadzhda Vitchev	428.07	Larry Dowse	377.78	Troy Plummer	334.95
Sheri Stoklasa	477.56	Bartholomew Mazzariello	426.14	Richard Niswonger	377.51	Jennifer Garrison	333.10
Brian Willis	477.38	Dennis Urbanowski	425.43	Gordon Biggums	377.49	Rebekah Poole	332.74
Janie Pittman	476.55	Seleisa Samuelu	424.92	Paul Boutwell	377.28	Byron Paz	332.19
Patrick McGrogan	476.12	David Farraway	424.63	Adnan Velic	376.66	Ronald Berube	331.92
Mercedes Ayala	475.43	Roberta Saley	424.51	Kenneth Cordes	375.64	John Roll	331.59
Julie Snyder	474.15	Jose Chavera	423.32	Adian Prince	372.36	Uputaua Muiava	331.03
Travis Vandenberghe	472.84	Shriya Shah-Chamberlain	422.07	Salani Ainuu	372.24	Tina Tauave	330.81
Beau Springer	472.17	Ryan Bisanz	421.84	David Mellies	370.77	Elizabeth Cruz-Salas	329.71
Nancy Manivong	471.96	Aaron Fry	421.14	Jocelynn Endemann	370.31	Michelle Hoffman	329.68
Mark McGuigan	471.91	Michael Weeder	420.93	April Butler	369.63	Patricia Hayesbosquez	329.26

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jewmekia Morton	\$328.69	Shayla Simoes	\$289.10	Edgar Cerna	\$254.71	Joseph Faulhaber	\$223.14
Joseph Venuti	327.45	Larry Chick	288.55	John Fahey	252.96	Malu Sooaemalelagi	222.89
Randy Cadiz	326.54	Tosha Tremblay	288.06	Charles Bixby	252.40	Paige Quezada	220.72
Krystle Kaiser	326.33	Victoria Seamon	287.50	Anita Ferris	252.04	Amanda Jenkens	220.51
Oshea Davis	325.35	Elizabeth Pratt	287.32	Seth Raymond	251.84	Michael Mandella	220.18
Trish Baraghoush	324.93	Emillaszio Klementis	287.08	Mohamed Ibrahim	251.66	Kyle Otto	220.12
William Gordon	324.65	Mark Lindenmann	286.22	Timothy Cox	250.51	Jillian Manning	219.81
Salvatore Pennisi	324.44	Anastasiya Gladkov	286.02	Jerry Sullins	250.49	William Adams	219.43
Carl Muller	324.10	Ruben Fuentes	285.27	Thomas Erwin	250.17	Sara Naim	218.11
Frank Carta	323.67	Kevin Murray	285.13	Huy Huynh	249.45	Eric Eun	217.84
Jacob Arias	323.54	Michelle Patrick	284.53	Mike Murphy	249.30	Michael Bueti	217.58
Dorett Thomas	322.22	Robin Williams	284.19	Faisal Durrani	249.23	John Albers	216.79
Nick Cacicedo	322.21	Jonathan Woelfle	283.11	Donald Hill	248.54	Stefan Friedman-Gerlics	216.65
Allison Hughes	321.51	Michael Perkins	282.80	Michael Collins	248.21	Kali Queen	216.45
Daniel Orr	320.84	James Moland	282.53	Roman Shevchuk	247.20	Jesse Jardine	216.26
Talalelei Leiatana	320.30	Ahmad Banat	282.44	Jason Barbour	246.24	Jamie Anthony	215.89
Evan Holzhauser	320.05	Mehrezben Djebali	282.42	Nicole Royston	245.85	Dominic Palumbo	215.76
Byron Washington	317.37	James Smith	281.02	Ryan Saridakis	244.93	Linda Greene	215.73
Patrick Willrodt	315.94	Mabelyn Rojas-Fernandez	280.65	Teresa Ribeiro	244.60	Erica Igees	215.48
Ben Liang	315.69	Sharon Nigota	279.92	Lee Jeffers	243.77	John Kemp	215.38
Jason Beyer	315.28	Reynold Burrowes	279.43	Pablo Armendariz	243.43	Adriano Santos	214.79
Azikiwe Johnson	314.81	Terence Vinson	279.34	Joel Wilson	243.18	Phillip Kogel	214.55
Paul Fordham	314.80	Hector Gutierrez	279.21	Jessidiah Berman	243.00	Eric Trautloff	214.47
Christina Reil	314.72	Demetrius Franklin	278.47	Melinda-Rae Lyse	242.23	James Raymond	214.30
Brian Cenaiko	313.24	Jennifer Hill	278.37	Siumeimoana Naufahu	242.09	Corwin Bruaw	214.24
Shiwan Majidi	313.16	Gissell Rios	277.66	Anthony Kachelmeier	242.04	Dean Masanaga	214.08
Paul Gonzalez	312.80	Richard Barcelo	277.57	Michelle Suazo	241.99	Taher Kusliawan	213.64
Lleison Martinez	311.31	David Kuntz	277.17	Rebecca Zayas	241.16	Samir Mistry	213.61
Bavon Sylvain	311.22	John Houghton	276.91	Justin LaParl	240.60	Leslie Salfity	213.49
Darren Kwong	311.05	Tupulaga Fuaiava	276.58	Marshall Blake	240.25	Treanita Foster	213.32
Brian Sundberg	309.24	Soraida Fonseca-Gonzalez	275.67	Kevin Boateng	240.22	Marilyn Monette	212.91
Cyndra Gather	309.04	Jean Destin	274.28	Jeffrey Kay	239.44	Douglas Zigby	212.74
Yesenia Pineda	308.95	Keith Bryant	273.32	Jason Ryan	238.60	Adetoun Adeoba	212.51
Menwongbaye Tuazama	308.44	Michael Knutson	273.15	Nicholas Collins	238.31	Vera Pasley	212.22
Harold Miner	307.87	Lynn Parker	271.55	Elizabeth McSweeney	237.40	Amanda Hitchings	212.08
Twanna Tucker	307.76	Daniel V Smith	270.47	Rawinia Kemp	237.13	Kevin Miller	211.26
Faasasalu Nanai	307.47	Oscar Hance	270.43	Jacquay Davis	237.12	Kelsey Baran	211.24
T J Rowell	306.68	Jenae Aarons	269.10	Tu'ai Semau	235.34	Shelbu Mayaki	211.22
Vladimir Moskovenko	306.45	Dennis Burr	268.89	Bryant Smith	235.18	Jordan Rubin	210.75
McClain Vieira	305.80	Jerry Wheeler	268.45	Mark McElroy	235.10	Ghina Malaney	209.84
Patrick Deane	304.49	Jason Allen	268.40	Jeremy Rhynold	235.05	Rafael Rivera	209.82
Travis Eick	303.24	Lindon Carter	268.00	Lady Fowler	235.03	Sergio Blanco	209.79
Jeff Lamar	302.98	Ronald Marx	267.92	Gerald Clough	234.30	Monika Misipati	209.61
Steven Young	302.81	Bradley Little	267.05	Tarah MacDonald	234.03	Corey Neff	209.39
Craig Nugara	302.20	Avshalom Wolfshout	266.87	Alvaro Perez	234.03	Tai Chan	208.95
Jeremy Harbin	301.95	Matthew Stephenson	266.52	Bradley Ellison	233.19	Marie Uisa	208.80
Michael Sawyer	301.61	Claire Sieber	266.30	Graig Muller	232.15	Troy Tripp	208.78
Frederick Hyde	301.33	Orett Nelson	265.88	Bruce Hutchinson	232.10	Fealofani Kanofou	208.75
Frank Pisacane	301.30	Amylee Johnston	265.79	Nicole Johns	232.06	Jennifer Auckerman	208.17
Michael McBroom	300.58	Gabriela Moreno	265.39	Richard Prewitt	231.70	Joseph Gabriel	207.28
Isaac Hill	299.79	Phyllis Jones	264.82	Rosita Faumui	231.66	Paulo Rosa	206.36
Allan Andres	299.53	Don Nash	264.40	Jason Lobring	231.25	Alexander McKenney	206.07
Tonyon Williams	299.12	Christopher Keller	263.80	Paul Roelen	231.14	Trudy Sakaguchi	206.02
Paul Teko	297.48	Ewa Marinaccio	263.33	Jessica Smith	230.95	John Devries	205.90
David Saba	297.01	Corey Brooks	263.16	Ricky Epley	230.69	Christopher Stephens	205.63
Andrea Yee	296.88	Lelene Coppola	263.09	Zachary Regan	229.75	Kevin Rendon	205.56
Tyler Stansell	296.47	Tabita Neukirch	263.08	Rajeev Arora	229.60	Briza Munoz-Luna	205.48
Sierra Roach	296.45	David Powell	262.96	Stephen Perotti	228.79	Donald Wold	204.88
William Heath	296.06	Jonathon Bailey	262.95	Shawn Chambers	228.38	Ajumu Mustafa	204.22
Myron Montano	295.68	Vaimoana Sitanilei	262.74	Doreen Moore	228.00	Jonathan Gant	203.90
Jim Park	295.46	Justin Leskow	262.40	James McInerney	227.80	Erik Langteau	203.41
Sharif Carter	294.54	Cody Montgomery	262.33	William Peterson	227.79	John Charlton	203.21
Sally Leon	294.42	Steven Lucero	261.90	Theodora Kera	227.79	Maryna Danielian	202.87
Loralee Vasquez	294.08	Irakli Dolidze	261.30	Garrett Graves	227.27	Olin Taylor	202.67
Mark Gorman	293.83	Robert Allen	260.49	Chelsea Green	227.12	Chad Higbee	202.44
Thomas Mcmahon	293.31	James Dolan	259.87	Todd Burchett	226.33	Alan Davis	201.42
Eddy Prellwitz	292.50	Daryl Carter	259.79	Dustin Dunbar	226.33	Lisa Sanders	201.28
Maurice Williams	291.60	Asghar Sajjad	259.67	Kenneth Mwine-Rubimbwa	226.30	Samantha Makaola	201.18
Kirby Hilderman	291.51	Tyrone Conard Jr.	259.50	Samantha Kolb	225.73	Samantha Jacobsen	200.72
John Macom	291.22	Kyle Garman	259.08	David Thornton	225.39	Michael Clausing	200.60
April Rodenborn	291.11	Brent Cunliffe	258.64	Theresa Setefano	224.93	Andrew Brinkmeyer	200.60
Jlee Giesbrecht	290.94	Bonnie Williams	257.68	Marc Kade	224.45	Amy Weimer	200.01
Rufus Cathey	290.87	Ronnie Cruz	256.40	Blake Wood	224.29		
Sonja Erickson	289.81	Joshua Phipps	255.73	Jesse Adams	224.25		
Jesse Zwack	289.53	Sami Mogannam	255.40	Anthony Futules	223.23		

Reinstatement Bonus

Total: \$37,726.54

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Lance Martin	\$1,700.07	Reynaldo Singson	\$554.67	Bernardo Lopez	\$381.18	Robert Costantiello	\$250.02
Frank Kolligian	1,477.29	Steven Lucero	544.62	Matt Moore	367.26	John Charlton	240.60
Sami Mogannam	1,207.52	David Jackson	521.52	David Goodman	351.54	Patrick Parisi	238.88
Rigoberto Pedroza	1,134.25	Norbert Medina	498.66	Ruben Soberanes	330.30	Diane Lombardo	236.55
Glyn Hurst	1,122.73	James Larkin	497.94	Jason Stein	325.53	Salvatore Pennisi	219.85
Ronald Friedlander	920.94	Preeti Sahgal	495.48	Lily Tchen	322.56	Earnest Loveless	218.43
Benjamin Greer	811.20	Lina Namu	474.00	Sara Gilley	307.64	Loralee Vasquez	212.52
Debra Bell	769.56	Keith Hadayia	473.01	Daniel Potilechio	307.56	Brian Schreiter	210.00
Nabil Spahi	736.56	Jay Newsome	464.97	Angel Arista	294.27	Earl Gibson	207.15
Scott Patterson	695.85	Benton Tong	448.62	Diane Johnston	292.35	Shirley Post	206.34
Peter Kaplanis	665.31	Ronald Rivera	437.07	David Higa	290.26	Sonia Marin	206.25
Max Quasem	654.93	James Moland	427.50	Jason Lobring	279.96	Mitchell Look	206.13
Salvatore Giacchi	653.65	Nicholas Patterson	425.34	John Keiderling	277.14	Cynthia Palfrey	204.54
Erez Shabtay	650.04	John Bulecza	418.65	Ryan Tucker	257.97		
Sebastian Kazek	637.50	Lawrence Turk	392.64	Alan Silverman	256.05		
Sarah Quint	568.94	Lorena Barriere	384.44	Mark Lindenmann	254.55		

*All qualifiers listed achieved at least \$200 in bonus totals